Trade and Industry

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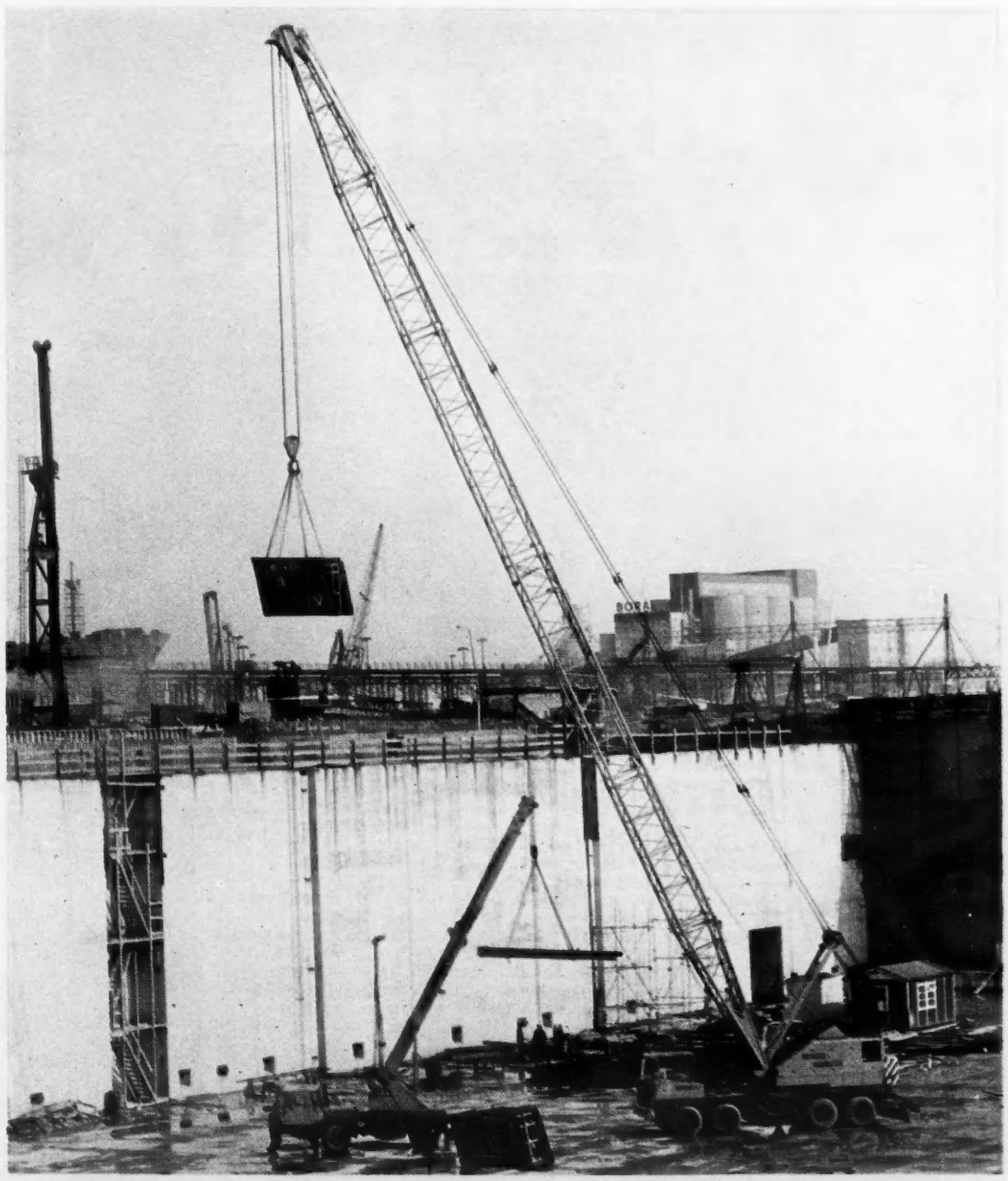

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Two Coles Cranes, a 60-ton Gargantua diesel electric truck mounted strut jib machine and a Hydra Truck 70T, seven-ton capacity telescopic boom crane, on hire from Richards and Wallington International NV, building the new dock at Europort, Holland, which is designed for the construction of mammoth tankers up to 500,000 tons. Coles Cranes Ltd. export widely to all overseas markets and these mobile and truck-mounted cranes are familiar sights working on construction projects and refineries and ports throughout the world.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick Airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	16 Dec. 1970
UK balance of payments (Q)	23 Dec. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	20 Jan. 1971
Industry's investment intentions (3 times a year)	20 Jan. 1971
Catering trades turnover (M)	13 Jan. 1971
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisitions and mergers (Q)	This week
New companies registered:	
Gt. Britain (M)	27 Jan. 1971
N. Ireland (M)	23 Dec. 1970
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	This week
International trade credit (A)	15 April 1970
ECGD business (Q)	2 Dec. 1970
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods:	
Production, exports and orders (M)	27 Jan. 1971
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	6 Jan. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	23 Dec. 1970
Footwear industry orders and deliveries (M)	27 Jan. 1971
Foreign trade:	
EFTA trade (Q)	9 Dec. 1970
Industrial countries trade and production (Q)	This week
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	13 Jan. 1971
Value of overseas trade (M)	20 Jan. 1971
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	13 Jan. 1971
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	This week
Industrial building (Q)	This week
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	20 Jan. 1971
N. Ireland index (M)	27 Jan. 1971
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Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
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Machine tools deliveries and orders (Q)	13 Jan. 1971
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	18 Nov. 1970
Deliveries (Q)	18 Nov. 1970
Production (M)	13 Jan. 1971
Volume of production (M)	13 Jan. 1971
Motor industry:	
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Motor trades turnover (M)	13 Jan. 1971
Office development permits (Q)	30 Dec. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
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Overseas payments and earnings (A)	22 July 1970
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Clothing and textile orders and deliveries (M)	27 Jan. 1971
Cotton production (M)	27 Jan. 1971
Hosiery production (M)	27 Jan. 1971
Wholesale houses sales (M)	20 Jan. 1971
Wool exports (Q)	25 Nov. 1970
Wool output (M)	27 Jan. 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	13 Jan. 1971
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	20 Jan. 1971

Department of Trade and Industry Organizations, etc.

Subjects	Last Published
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	13 Jan. 1971
Customs notices of interest to exporters	This week
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	20 Jan. 1971
Half-yearly index - July to October 1970	9 Dec. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970
Release dates of economic statistics	20 Jan. 1971

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

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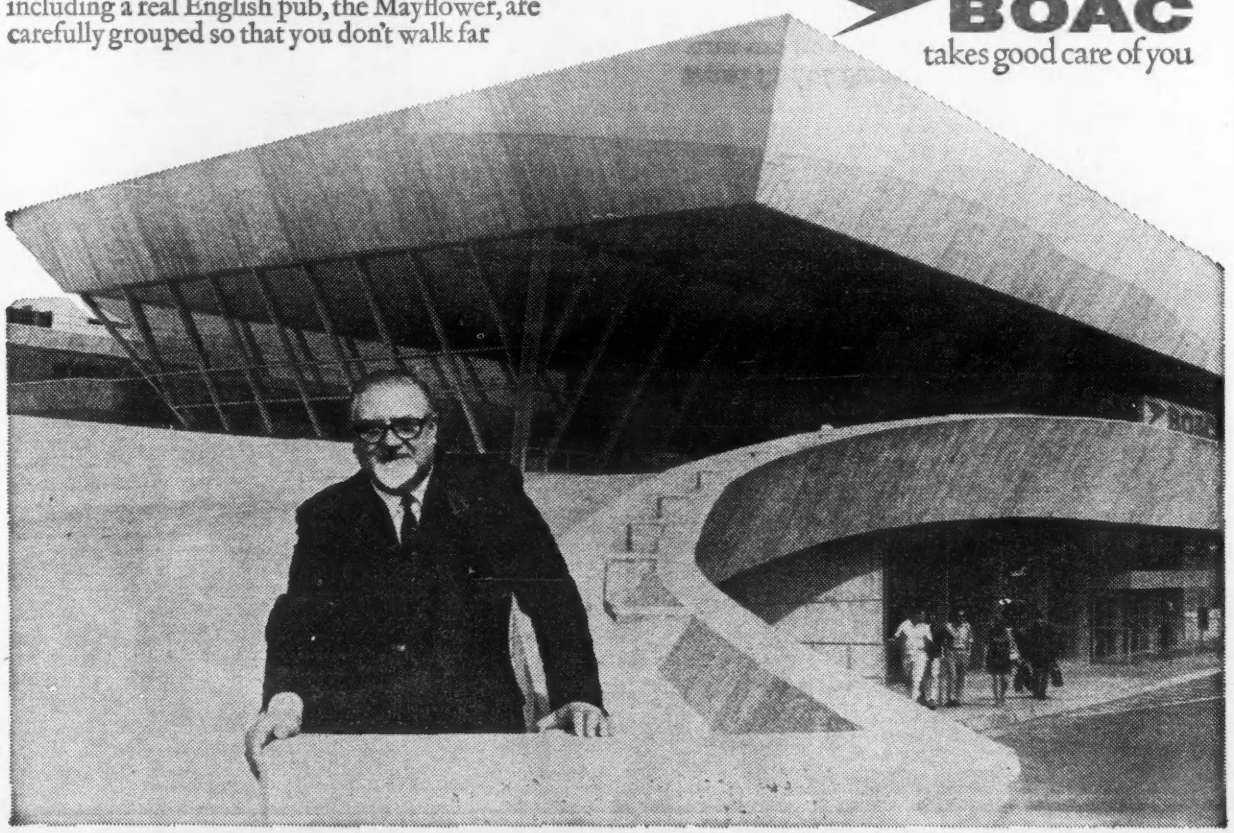

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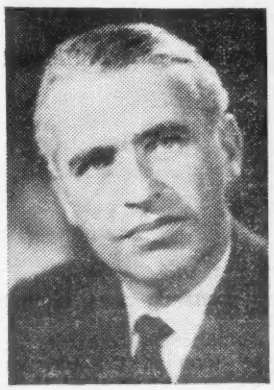
The British Import Union in Denmark: forty years of service to Anglo-Danish trade

By Mogens Harttung, CBE, President of the Union

The British Import Union in Copenhagen, Denmark, is not in its true sense a British-Danish Chamber of Commerce, but as it has during its 40 years of existence devoted its main efforts towards promotion of British exports to Denmark, rather than supporting bilateral trading interests; all the same, many of its functions are similar to those of e.g. the British-Swedish Chamber of Commerce in Stockholm and the British Chamber of Commerce in Japan. The British Import Union, as will be seen from Mr. Harttung's article, has actively participated in the various promotions during this period, which have led to substantial success for British exports.

Denmark, in spite of its small territory and population, being in area only about half the size of Scotland and in population half the numbers of Greater London, is all the same Britain's 12th biggest market in the world, and Britain earns more in Denmark than in, say, Japan, New Zealand or even Switzerland. Britain's exports to Denmark rose from £119 million in 1964 to £192 million in 1969. In the first half of 1970 British exports to Denmark amounted to £150 million and will for the whole of 1970 pass the £200-million mark.



THE BRITISH IMPORT UNION was founded in 1930 in the shadow of the world crisis which led to severe import restrictions in Denmark. The Union has thus just passed its fortieth anniversary. Danish importers of British goods considered that if they joined together they were in a better position to establish reasonable quotas for British goods under the new import regulations.

In the Union's by-laws is expressed its purpose, which is, on the basis of the strong historic, cultural and economic ties between Denmark and Great Britain, to work for the greatest possible trade between the two countries for the benefit of both Danish and British businessmen and consumers. The Union is completely independent and has never received financial support from either of the two governments.

Being a purely Danish organization the Union's Council or Board consists of Danish nationals, prominent businessmen, who are engaged in trade with the United Kingdom. The Union's 700 members consist of Danish firms and individuals with only very few British members.

The British Import Union is domiciled in Copenhagen in the famous old stock-exchange building which, ever since it was built in the early 17th century, has been the stronghold of Danish trade and commerce. The day-to-day activities consist of helping British exporters, who are looking for agents, or for help in connection with setting up subsidiary companies in Denmark, publishing statistics and trade figures of interest to members and an information service on new British products, both contained in the Union's monthly publication, *Anglo Dania*. The Union furthermore has luncheon meetings for its members at regular intervals with prominent guest speakers from Britain or Denmark, from many walks of life, government, industry and commerce.

Charter flights to London

The British Import Union has further during later years organized charter flights to London for its members. There is normally one such travel arrangement in October and one in April of each year, and they are timed to coincide with major British exhibitions or trade fairs which are of interest to the Union's members. Thus for instance in 1971 there will be a three-day visit to London during the 'Engineering '71' exhibition at Earls Court.

The first major event organized by the British Import Union was a British Trade Fair in Copenhagen in 1932. In the post-war period the Union organized similar British Trade Fairs in 1948, and in 1955, in co-operation with the then Federation of British Industries. When the British Government in the 50's gave increasing support to British export activities and to this end also increased the scope and organization of the Commercial Department in the British Embassy, it was natural for the Embassy and the British Import Union to work more and more closely together on the common aim of furthering British exports to Denmark. The Union was thus co-sponsor for a country-wide British Week in Denmark in 1964, and likewise, for a six-week Trade Drive in 1968. I think it has been established that both were a great success.

British Trade Drive in Denmark, 1972

The conditions for Anglo-Danish trade have of course changed very considerably since the Union's early days in 1930, and the restrictions on imports, which inspired the founders of the Union, are of course no longer in existence. Furthermore, the creation of EFTA with its progressive abolition of tariffs had a significant effect on the trade figures. We are now facing a new era in Anglo-Danish trade relations, if the negotiations in Brussels, lead, as I certainly hope they will, to Britain and Denmark joining the EEC, so to speak arm in arm. It could perhaps be queried whether in this situation there will still be a requirement for the efforts put in by the British Import Union, or whether the Union will soon have outlived its purpose. We in the Union firmly believe that there will continue to be plenty of scope for the Union's efforts in the future, and we are in fact already heavily engaged in preparing for the new promotion, the British Trade Drive in Denmark in 1972.

This was announced on December 1, 1970, simultaneously in London by Mr. Michael Noble, the Minister for Trade, and in Copenhagen by Viscount Caldecote, chairman of Export Council for Europe, at a luncheon meeting in the British Import Union.

Mr. Noble said: 'The Department of Trade and Industry and the British Embassy, Copenhagen, are drawing up plans for a trade drive in conjunction with BNEC (ECE) and in consultation with the British Import Union in Denmark.

'Denmark is a very good customer for British goods, but there are certain areas in which we can improve our market penetration. The trade drive will aim to highlight these areas by reminding British manufacturers of the potential for their goods in Denmark and by making the Danes themselves more aware of what Britain can offer.'

This new Trade Drive will be held from February to October 1972, and in the planning of it every effort will be made to maintain a selective approach. The main thrust will be in promoting capital goods with some concentration on important developing areas in Jutland and Fyn. This will be supported by promotions of carefully chosen consumer goods. The aim throughout will be to identify such goods and equipment which Danish buyers require and then invite British manufacturers who can supply at competitive prices to participate in appropriate promotions.

The British Import Union has with fervour accepted this new challenge, and we look forward to a positive and successful co-operation with the sponsors in Britain and with the British Embassy in Copenhagen.

Progress report on the Common Market negotiations

MR. GEOFFREY RIPPON, Chancellor of the Duchy of Lancaster, made a further statement to Parliament on February 4 about the progress of the negotiations for British membership of the European Communities. He said that a number of agreements had been recorded at the ministerial meeting he had attended in Brussels on February 2.

The Community had confirmed that the alternatives in their 1963 Declaration of Intent should be open not only to the nine African Commonwealth countries as mentioned in Mr. Rippon's statement to the House on December 10 (given in *Trade and Industry* of December 23, page 524) but to Botswana, Lesotho and Swaziland as well, subject in their case to certain special arrangements which might need to be settled at a later stage.

Mr. Rippon continued:

'The Community further confirmed their proposal to include Hong Kong in their scheme of generalized preferences from the date of its implementation. We accepted their proposals as settling the case of Hong Kong as raised by us in the framework of the negotiations for accession.

'We agreed upon the way in which the enlarged Community would approach the problems of the Asian Commonwealth countries, countries for whom association is not appropriate. The enlarged Community would continue to be inspired in its trade relations with these countries by the wish to extend and reinforce this relationship. It would be ready to examine with these countries, after enlargement, and taking account of the scope of the generalized preference scheme, the problems that might arise in the field of trade with a view to reaching appropriate solutions.

'It was agreed that the Anglo-French condominium of the New Hebrides should be associated with the enlarged Community.

'I welcomed a statement made by the Community on transitional arrangements in the field of industrial tariffs, which we thought should broadly meet the aim we have had in mind, in making our own proposals, of promoting as rapidly as possible the dynamic effects of industrial integration. But this arrangement, it was made clear, cannot be regarded as definitive until agreement has also been reached on methods of transition in the agricultural field.

'There was an exchange of views on the question of Community finance. I cannot say any agreement was reached. But I hope that there is now a better understanding of the issues involved in this field, which is of course of crucial importance to the success of the negotiations. I left the Community in no doubt of this fact.'

Discussion following Mr. Rippon's statement is given in Hansard, *February* 4, *Cols.* 1937 *to* 1943.

Chancellor speaks on costs of entry to EEC

'WE STAND NOW with a good surplus achieved in 1970, and it is essential that we go on earning a substantial current surplus in the future,' Mr. Anthony Barber, Chancellor of the Exchequer, told the Overseas Bankers' Club on February 1. The Chancellor said that if the European negotiations succeeded, we would need to be in a position in due course to carry the initial costs of entry. We needed to build up our reserves and to finance the net outflow for export credit, for aid to developing countries, and for overseas investment.

'These are all things which we need to do; and they have to be paid for,' said Mr. Barber. 'And the figures are large. For example, the growth in export credit alone – the difference between the repayments on past credit and the new credit we are extending – is rising each year by about £350 million. This is all very fine for the future, but it does, of course, pose a problem for the present.

'Again, our aid programme is now running at an annual rate of £230 million. And private investment overseas is at present running at about £600 to £700 million a year. This is investment for the future, and it is good for the future of our country.

'Of course there are substantial inflows too, including some trade credit extended to us and investment in this country from abroad; but we must expect net outflows for both trade credit and private investment.'

Speaking of what he said was 'the most important single event of 1971' – the outcome of the negotiations for British membership of the European Communities – Mr. Barber said that over the years, his own convictions on British membership had steadily strengthened. 'When we first came to office last June I was myself given the honour of conducting these negotiations,' he said. 'In my opening statement at Luxembourg on June 30 I said that we should have to face very real problems. The prizes of success would be great. I said then that none of us acting alone could gain the things which we desired for our own people in terms of physical security or economic or social advance. And I made the point that economic growth and technological development today require that we integrate our economies and our markets.

'Over the ensuing months the negotiations have made useful progress. And there is no more able and energetic Minister than my colleague, Geoffrey Rippon, to undertake these negotiations as we reach the crucial issues.'

Discussing the effects of membership upon our economy, Mr. Barber said that the Government and its predecessors had never denied that membership would involve economic costs, as well as economic benefits.

'Some of those costs would result automatically from the fact of our membership, as a result of our adopting the common external tariff and the common agricultural policy,' he said. 'These costs we cannot hope to reduce significantly as a result of the negotiations. This is the reason for the importance of the United Kingdom's contribution to the Community's budget, because in this case, although the cost could be very substantial, this is a matter for negotiation.

'We have always recognized, as did the previous Government, that we would necessarily be a large contributor to the Community budget.'

The scale of such transfers would be undesirable and must be taken properly into account in determining the United Kingdom 'key' which would govern our contribution to the Community budget over the initial period of our membership. We had proposed that our key should be such that our contribution to the Community budget would not be disproportionate, when taking account of the size of our economy and of our gross national product, to that of the Federal Republic of Germany, at present the major net contributor. For these reasons we had proposed that our key should be in the region of 13-15 per cent of the total budget. The Commission had suggested a substantially higher figure, in the region of 20 or 25 per cent. In the Government's view, this did not take account of the "facts of life" and it also overlooked the very solid advantages we should bring to the present members of the Community by providing a large market for their agricultural exports; and it would put at risk the benefits of membership for the British economy.

'On the basis of the proposals we have made,' continued Mr. Barber, 'each of the existing members of the EEC would find its own share of total Community expenditure substantially reduced, in addition to benefiting from the new outlets for agricultural exports in our market. We should thus be making a major contribution to the well-being of the Community. No doubt we shall have to face difficult discussions on this issue, which may test severely that spirit of common purpose which is the secret of success. But I am confident that a reasonable solution can in fact be found.

'We were reassured to note that the Commission itself had pointed out that, should situations develop within the Community

that were clearly unacceptable, then the survival of the EEC itself would depend upon equitable solutions being found within the Community.

'This, then, is the crucial area of what I might call "negotiable costs".

'I believe – and I am fortified in that belief by the conviction of the great majority of leading industrialists in this country and by the considered judgment of majority opinion within the Community – that membership of a large and integrated market would in time produce very significant benefits. It is not simply a question of tariff reductions which would offer increased opportunities to sell within a market of some 300 million people. It is also that firms would be able to plan their production and their marketing in the certain knowledge that they had in effect a vastly increased permanent "home" market for their products. This would provide them with confidence in their forward planning, and would encourage them to invest more ambitiously in new plant and equipment.

'Moreover, I believe that our invisible earnings, which have been doing so well already, would also greatly increase as a result of membership.

'Yet it is essential to provide ourselves with time to enable this dynamic process to have its effect. We must avoid being faced with unmanageable burdens before our economy can respond to the challenge and the opportunity of membership. That is why I laid such stress on the question of the United Kingdom contribution to the Community budget.

'It is only sensible to look closely at the practical possibilities. We are running a substantial current account surplus. I am confident, as I have said, that we shall continue to do so. We have made considerable strides in repaying our short and medium-term international debt. We intend to continue with that process. As our surplus is maintained, and we dispose of the debt problem, we shall have a margin with which to meet the initial costs of membership.

'Of course the prospect is in many respects uncertain and speculative. It is hard enough to see one or two years ahead, let alone eight or ten. But I am convinced that the order of magnitude of costs and benefits are such that we could cope with the cost and progressively accumulate the benefits. If we can secure fair terms in the negotiations, terms that would involve a reasonable balance of advantages for all members of an enlarged Community, then I am quite confident that Britain's economy will stand to gain greatly from membership.'

Consideration of mergers by the DTI

THE DEPARTMENT of Trade and Industry announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

Proposed acquisition by Glynwed Ltd. of the cast-iron bath making plant of Ideal-Standard Ltd.

Government to acquire certain Rolls-Royce assets

THE FOLLOWING statement was made in Parliament on February 4 by the Minister of Aviation Supply, Mr. Frederick Corfield:

'The board of Rolls-Royce have today issued a statement, copies of which I have had placed in the Vote Office. They have unanimously decided, for the reasons given in that statement, that it is not possible for them to proceed with the RB211 engine under the present contract with the Lockhead Corporation.

'As the board of Rolls-Royce have stated, the loss of resources already committed to the project combined with the losses which will arise on termination are on such a scale that they are likely to exceed the net tangible assets of the company. In the light of this situation the board have decided that they have no alternative but to ask the trustees of the debenture holders to appoint a Reciever and Manager.

'To ensure continuity of those activities of Rolls-Royce which are important to our national defence, to our collaborative programmes with other countries and to many air forces and civil airlines all over the world, the Government have decided to acquire such assets of the aero-engine and marine and industry gas turbine engine divisions of the company as may be essential for these purposes. The necessary legislation will be introduced early next week.

'The Government have no liability in respect of the contract between Rolls-Royce and Lockheed. The Government will explore, with the Receiver, the future of the RB211. Because of the very grave consequences which must follow from the decision of the Rolls-Royce board, the Government are also undertaking urgent discussions with the Lockheed Corporation and with the United States Government.

'The board have stated that there will inevitably be substantial redundancies within the company. I have been informed by the Receiver that he will be discussing this urgently with the staff and unions concerned. The Department of Employment will ,of course, provide the maximum help in finding alternative employment in all the areas affected. Interviewing teams will be sent into the factories as necessary. Redundancy payments to employees are guaranteed under the Redundancy Fund arrangements.

'It will be for the Receiver to assume responsibility for the protection of the debenture holders. Thereafter any remaining assets will be available to meet the claims of other creditors.

'The board of Rolls-Royce intend to call an extraordinary general meeting of the company in order to pass a special resolution requesting the Secretary of State for Trade and Industry to appoint an inspector to conduct an inquiry under Section 165 of the Companies Act.'

ECGD Lines of Credit

THE TABLE BELOW gives Lines of Credit guaranteed by ECGD under which there is capacity for further export business to be financed out of the credit. The date given is generally that of the first public announcement; working details are often finalized some time later.

Recipient	United Kingdom Stock	Date announced	Purpose	Loan Value	Remarks
				£ million	
Bulgaria	National Westminster	December 21, 1970	Capital and semi-capital goods and semi-manufactured metal products	3	Expiry date December 31, 1971
Central America	B.O.L.S.A.	April 23, 1969	Capital goods	3·0	Expiry date April 23, 1971
Colombia	B.O.L.S.A.	August 14, 1970	Road makihg machinery	3·2	Expiry date February 13, 1971
Denmark	Lazards	March 23, 1970	Equipment for shipyards	2·5	Expiry date June, 30, 1971
Hungary	Morgan Grenfell	August 13, 1970	Capital and semi-capital goods and breeding cattle	6	Expiry date December 31, 1971
Iran	Midland and Morgan Grenfell	June 4, 1970	Capital and semi-capital goods	25	Expiry date October 21, 1971
Israel	Warburgs	October 23, 1970	Equipment for oil refinery for Haifa Refineries	6·5	Expiry date September 23, 1972
Mexico	Barings	October 9, 1969	Petrochemical	2	Expiry date September 30, 1971
Morocco	Warburgs	March 2, 1970	Plant and equipment for phosphate mining	2	Expiry date August 15, 1971
Poland	Lloyds	August 28, 1968	Capital and semi-capital goods	20	Expiry date June, 30, 1971
Portugal	Rothschilds	September 28, 1970	Capital and semi-capital goods	5	Expiry date September 30, 1971
Romania	Rothschilds	July 6, 1970	Capital and semi-capital goods	5	Expiry date December 31, 1971
South Africa	Hill Samuel	September 28, 1970	Electrical generating plant for ESCOM	5	Expiry date October 31, 1972
South Africa	Schroder Wagg	September 30, 1970	Capital and semi-capital goods	25	Expiry date September 24, 1971
South Africa	Schroder Wagg	June 25, 1970	Capital equipment and services for ISCOR	30	Expiry date June 26, 1973
South Korea	Lloyds	June 30, 1970	Capital and semi-capital goods	6	Expiry date June, 30, 1971
Sweden	Lazard	October 19, 1970	Major components for ships for Kockums	2·5	Expiry date October 1, 1971
Sweden	Hill Samuel	November 25, 1970	Capital and semi-capital goods for Stal-Laval	2	Expiry date November 24, 1971
The following lines of credit have been virtually filled:					
Brazil	Rothschilds	February 19, 1968	Marine equipment	15·9	
Spain	Hill Samuel	April 1, 1969	Mining and other machinery	2·5	

Requests for further information on any of these lines of credit should be made to the bank concerned or to Mr. K. Lockwood, Export Credits Guarantee Department, P.O. Box No. 272, Aldermanbury, London, E.C.2 (Tel. 01-606 6699, Ext. 615).

The management-technology gap can be a profit-consuming chasm

By George Beeby

Mr. George Beeby is now president of the Society of Chemical Engineers. Until last year he was chairman of British Titan Products and was holding at the same time the chairmanship of the British Standards Institution. He was before this the chairman of the Chemical Little Neddy and is extremely well known in all sectors of industry.

A BRITISH COMPANY with a £500,000 order for the United States was saved from a severe loss only by the intervention of a national technical-advice centre which had good relations with the people involved and a knowledge of the relevant regulations in America. Another firm installed British-made plant in California, only to find that the local authorities would not pass its electrical installation. Labour costs in the United States, together with a completely new American electrical system, eliminated the profit on that contract and probably on several others. In another case building components worth a considerable sum had to be returned to Britain, redesigned, altered and shipped out again because they did not comply with the local authority regulations. These examples are neither isolated nor atypical. There are without doubt scores of others where errors which need never have been made have been put right at great expense – and all too often the blame unjustly attributed to the eccentricity of foreign buyers, or to an isolated lapse in communication between production and export sales departments. In total, the loss of profit must be very substantial. A willingness on the part of British manufacturers to rectify their errors is no adequate excuse for mistakes which need never have been made.

In the last 10 years or so many British comanies have started exorting for the first time and many have failed to realize that national and local regulations in the countries of destination vary widely, demanding a lot of preliminary inquiry and the employment of a more total marketing technique than has ever been necessary when selling solely in the home market. This applies not only to the sale of big and complex installations, but to single items of machinery and components.

It is a characteristic of human nature by no means confined to British industry that the production man and the salesman each thinks his contribution more essential to the prosperity of his company. This dichotomy can vary from friendly rivalry to open rift. It has become an accepted part of our industrial life – accepted perhaps because it has been an unfailing source of banter, always good for a laugh at the firm's annual get-together. But the smiles tend to fade when the banter shows up on the balance sheet.

Move towards statutory control

In the last two decades particularly there has been an increasing move internationally towards statutory or indirect means of controlling the safety, the quality and the performance of imported goods, emphasized most strongly in the highly industrialized nations. Tighter car safety measures in the United States; the recent Federal Technical Regulations in West Germany; diverse and stringent measures on pressure vessels, differing substantially from country to country; a proliferation of building regulations with the advent of new methods and materials of construction; these are part of a world-wide movement based not on national cussedness, but on a genuine and proper wish to protect a country from inferior or unsuitable imported goods.

It is, of course, true that import regulations and technical restrictions are sometimes imposed for protectionist reasons, but in all countries there is a growing awareness on the part of buyers that in their own interests they must insist upon the goods they import being of a nature that will comply with their country's standards and statutory requirements. Governments everywhere, and perhaps especially in the industrially developing countries are also taking a closer and more technically informed interest in the goods coming into their countries, but in some ways the obstacles facing United Kingdom exporters are even greater in the fully industrialized countries of the world.

The fall of tariff barriers in Europe for example within both EEC and EFTA and between the two blocks themselves as the result of successive GATT negotiations culminating in the Kennedy Round, is leaving these technical obstacles more stark against the landscape. True, a great deal of work has been going on by governments, industrial organizations and standards bodies to cut them down, but it will inevitably be some time before common acceptance and approvals procedures coupled with common standards specifications remove this obstacle to the free flow of trade. Even non-tariff barriers which have always been there look more formidable and indeed are more formidable as the tariff barriers come down.

In this situation it becomes increasingly necessary for exporters to pay careful attention to the national, local or other technical specifications which will govern the use of their products in each separate country. It is perhaps worth observing that the Japanese, in their forays into unknown markets nearly always include in their teams technical men as well as market investigators. They habitually and systematically study all possible impediments to trade, whether fiscal or technical. We should not scorn this example.

Information before air-ticket

Whilst it is not always possible for smaller British companies to send out an engineer, chemist, or similar qualified man to every country, there is no reason why a salesman or market investigator should not be reasonably well informed before he books his air-ticket. A great deal of information on local regulations and requirements in many countries is much more readily available than is commonly supposed. It can be obtained either through the embassy of the country concerned, or for more rapid results from the 'Technical Help to Exporters' service of the British Standards Institution, which has probably the most extensive information store about technical requirements in overseas countries of any organization in the United Kingdom.

These are simply the mechanics of collaboration; fundamentally we need a new orientation of thought on this facet of exporting. Marketing men must regard international technical requirements as a first base for their costing before they talk prices. In the case of single plant installations or of mass-produced consumer durables, particularly electrical, it is not always certain that the consumer himself will be able to apprise him of his own governing regulations. Even selling agents are sometimes less than fully informed about the statutory requirements in their own countries. This was probably the case in the California incident I have cited. In America, Federal laws control broad specifications, but the various States often add their own conditions, and even within a single State there can be very many local authority regulations. Broadly,

whilst the main structure of the requirements remains the same, based on Federal requirements, there can be considerable minor variations, any of which can skim the profit from an export order.

The Department of Trade and Industry is aware of this. So is the Institute of Marketing, which regarded it as sufficiently important to arrange a symposium for its members to educate them into the facts; and what happened? The meeting had to be cancelled through lack of support. It would be reassuring to think that this meant there was already an adequate recognition of technical influences by marketing executives, but the evidence does not support this view.

Sir Frederick Catherwood, director general of NEDO, recently told a conference in London that technologists and management face the danger of a disruptive split. Within management itself there is already – or I should perhaps say still – a chasm in many companies, big and little, between production and sales. It is not difficult to think of several very big companies which have not yet realized that it is illogical to be either product-orientated or sales-orientated. It is, of course, essential to be both, and this problem must be faced and solved by top management if export business is to be profitable.

'A quiet revolution in Government organization'

'A QUIET REVOLUTION' – the reorganization programme of the structure and programmes of central Government – was spoken of by Mr. David Howell, Parliamentary Secretary, Civil Service Department, at a dinner of the Economic Research Council in London on January 28.

Listing the points in this programme of reform and in the move towards a new style of government, Mr. Howell said that first there should be a new and smaller Cabinet concerning itself with the nation's strategy. This was now in existence.

'We suggested, second, that the Government should bring in new men from outside to work with politicians and civil servants in helping to change direction,' he continued. 'This, too, has been done.

'Third, we suggested that a more thorough and systematic analysis was required of Government expenditure programmes in terms of objectives, and programme effectiveness, so that more informed decisions could be taken from this improved information base. On this, which we call the Programme Analysis Review system, we have now embarked.

'Fourth, we suggested that all departments should begin early with the process of bold and fundamental questioning of objectives and functions, to identify the vast host of ongoing programmes and activities which had gone too long unchallenged. This review is now well under way.

'Fifth, we suggested a new capability at the centre of Government involving the strengthening of central staffs support to the Cabinet. This too has now been set up and is being developed.'

EUROPEAN TECHNICAL JOURNALISTS IN BRITAIN

A group of editors of leading overseas engineering and welding journals are pictured (below) during their visit to the Department of Trade and Industry, Millbank, recently. The editors, who came from Belgium, Denmark, France, Germany, Holland, Italy, Sweden, Switzerland and the United States, were guests of Industrial and Trade Fairs Ltd., the organizers of Engineering '71 – the new complex of exhibitions including the International Welding and Metal Fabrication Exhibition at Olympia and the London International Engineering and Marine Exhibition at Earls Court from April 21-29, 1971 – and the British National Export Council. During their stay the party toured factories in the London area, including Murex Welding Processes Ltd., Waltham Cross, where they are pictured (right); they also visited the UKAEA plant in Winfrith, Dorset.

Change in rules governing repayment of investment grants

THE INDUSTRIAL DEVELOPMENT ACT 1966, under which investment grants are made requires the Secretary of State to attach conditions to such grant. These conditions require the Department to be notified within one month if the asset concerned is not used for a minimum period for the purpose for which it was provided and on the basis of which grant was paid.

The Third Report of the Committee of Public Accounts, 1969-70, which was debated in the House of Commons on November 16 expressed the committee's concern that those who failed to notify the occurrence of events specified in the conditions which attached to grants suffered no penalty and indeed in some cases enjoyed financial advantage compared with those who notified promptly. They considered that there ought to be some deterrent to abuse, whether fraudulent or not, of the conditions of grant and recommended that the Department should take a firmer line on recovery of grant and stronger action to discourage abuses. The Department is implementing this recommendation by examining cases with a pre-disposition to exercise the right to reclaim grant in full in those circumstances where the grantee has stood to gain (e.g. by retention of funds which would otherwise have been repayable) from his failure to notify in writing an event which could give rise to the repayment of grant in full or in part. This procedure applies in relation to the occurrence of any notifiable event which takes place after one month following the date of this announcement.

The investment grants offices will thereafter normally reclaim grant in full in those cases where there has been no notification of an event within a specified period and where, had notification been given, claimants would have been called on to repay only a proportion of grant received. Where, under the present procedure, no repayment is normally required despite the occurrence of an event specified in the conditions, the Department, after examination of the grantee's past record of compliance with conditions imposed, will decide what recovery action should be taken and will in any event warn the grantee that notifications should be made promptly in future and that failure to do so might then result in a claim for repayment of grant in full.

Where the notifiable event consists of removal of the asset from a development area but for further qualifying use elsewhere, failure to notify this within the specified time will also normally entail repayment in full of the development area supplement given to the standard rate of grant.

In applying this procedure the investment grants offices and the Department will take all the circumstances into account and will consider whether, exceptionally, it may be equitable for less than the full amount of grant to be repaid where it can be clearly shown that failure to notify the event was due to circumstances beyond the applicant's control. The Department will also consider whether in individual cases the period of notification may be extended.

New secretary, Regional Advisory Committees for Civil Aviation

MR. LEONARD WILLIAM MOONEY has been appointed secretary to the Regional Advisory Committees for Civil Aviation in the North/North West, West Midlands and North West. Mr. Mooney succeeds Mr. William Marshall Hargreaves, who has retired.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE.

General Notice

49	Temporary importations: international co-operation.
77E	Purchase tax-exports.
77X	Purchase tax – retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorized hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300	Export reliefs scheduling scheme.
429	Customs export procedure. Further relaxation of pre-entry.
466	Export documents and trade statistics.
467	The New Customs Tariff and Overseas Trade Classification.
SN6	Notice to passengers (exchange control and export licensing).

Exchange Control

	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury – also obtained from any bank.)

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74A	EFTA drawback: exception of EFTA goods re-exported to another EFTA country.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Addition

McCreery Lawson & Associates (Hugh McCreery and Anthony Raymond Lawson), Oak House, Cross Street, Sale, Cheshire, M33 1FU

Deletion

Camfund Limited, 36 Regent Street, Cambridge

Change of Address

Surinvest Limited, 10a North Street, Carshalton, Surrey

Exempted Dealers

Addition

W. W. Trust (trading as White Weld Securities), P & O Building, Leadenhall Street, London, E.C.3

Deletions

Glyn Mills & Co. 67 Lombard Street, London, E.C.2
The National Bank Limited, 13 Old Broad Street, London, E.C.2
Williams Deacons Bank Limited, 38 Mosley Street, Manchester 2

AUTHORIZED UNIT TRUST SCHEMES

THE FOLLOWING AMENDMENTS have taken place in the list of unit trus schemes authorized under Section 17 of the Act and published in Part V of the 1970 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
The British Life Office Limited, Reliance House, Tunbridge Wells, Kent	British Life Balanced Fund	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2
The British Life Office Limited, Reliance House, Tunbridge Wells, Kent	British Life Opportunity Fund	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2
The British Life Office Limited, Reliance House, Tunbridge Wells, Kent	British Life Capital Fund	Midland Bank Executor and Trustee Company, Limited, Poultry, London, E.C.2
The British Life Office Limited, Reliance House, Tunbridge Wells, Kent	British Life Dividend Fund	Midland Bank Executor and Trustee Company, Limited, Poultry, London, E.C.2
Transatlantic and General Securities Company Limited, 91-99 New London Road, Chelmsford, Essex	The Merlin Fund	Barclays Bank Trust Company Limited, 54 Lombard Street, London, E.C.3

Changes

The name of the Managers of Discretionary Capital Unit Fund has been changed from Discretionary Capital Managers Ltd., to G.T. Unit Managers Ltd.

The name of Discretionary Capital Unit Fund has been changed to G.T. Capital Fund

The name of Trust of Bank and Insurance Shares has been changed to Save and Prosper Financial Securities Fund.

Hodge Unit Trust Managers Ltd., has changed its name to Second Oceanic Unit Trust Managers Ltd.

Purchase tax: two alterations to the schedule of chargeable goods

THE TREASURY have made an Order under Section 2(3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 1) Order, 1971, amending the Schedule of goods chargeable with purchase tax.

The Order makes alterations to the Schedule which will affect the following goods.

(a) Certain ceramic floor tiles will be excluded from the tax (Group 9).

(b) Certain large envelopes will be exempted from tax (Group 26).

Details of the scope of these alterations are given below.

The Order applies to goods delivered in the United Kingdom on sale by a registered purchase tax trader to an unregistered person, or appropriated to retail stock or other taxable purpose by a registered trader on or after February 1, 1971. (The tax also applies to imports and the alterations will be effective for them from the same date.)

The Order inserts the words 'or, if ceramic, of less than one-quarter of an inch' after words 'three-eights of an inch' in paragraph (a) (ii) of Group 9. The effect of this alteration is to exclude from the tax those ceramic tiles hitherto chargeable under the Group which are of a thickness of one-quarter of an inch or more, but of less than three-eighths of an inch. Thicker ceramic floor tiles were already free of tax, and are unaffected.

The Order introduces a new exemption (2) under Group 26, the text being: Envelopes, being more than 9¼ inches long and more than 4¾ inches wide. This exempts from tax all envelopes above the specified dimensions.

The Order has been published as Statutory Instruments, 1971, No. 155, obtainable from HMSO, price 5d. (2p).

Advice on the application of the alterations to particular products can be obtained from HM Customs and Excise, PT Section 7, Adelaide House, London Bridge, London, EC4R 9DB.

Pye TVT is planning to provide the first live colour TV coverage of the South African Grand Prix on March 6. This will be a feature of the company's forthcoming sales tour of South Africa which will commence in Cape Town on February 20. The Grand Prix was chosen as it is generally accepted that, as the world's fastest sport, motor racing provides a most discriminating test of TV equipment and of outside broadcast vehicle performance. Although she has no TV network at present, South Africa is known to be actively considering such a system for educational purposes. The picture shows Pye TVT's outside broadcast vehicle at London Docks being swung aboard the ss 'City of Porth Elizabeth' for shipment to Cape Town.

Disclosure of information about imports

CONSIDERATION IS BEING given under Section 3 of the Finance Act, 1967 to the disclosure of information relating to the import of the following goods:

	Description
SITC(R) 512.91	
Code Number 2940 0003	Enzymes

The Government are consulting the Association of British Chambers of Commerce in this proposal, and the Association will take into account any views received from importers by March 3.

The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

Application for anti-dumping duty on imports of sisal twine from Portugal

AFTER A FULL investigation of the anti-dumping application announced on October 14, 1970, the Department of Trade and Industry is satisfied that the bulk of the imports from Portugal of sisal packing twine under ¼ inch in diameter are taking place at undumped prices and that such minimal dumping as exists is insufficient to cause or threaten material injury to the United Kingdom industry. The Department does not therefore propose to take any action under the Customs Duties (Dumping and Subsidies) Act, 1969.

Applications for temporary exemption from import duty

THE DEPARTMENT of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the ground that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 24.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	Clonidine hydrochloride	As in previous column	December 31, 1971	13559
	Methyl 5-benzoylbenzimidazol-2-ylcarbamate	Methyl N-[5(6)-benzoyl 2-benzimidazolyl carbamate	December 31, 1971	13558

British commercial representative overseas

THE LIST of British commercial representatives overseas as published in *Trade and Industry* of January 13, 1971, should be amended as follows:

CAMEROON – Yaoundé *amend* telephone number to 220545 and 220796

ITALY – Florence: *add* telex number 57270 a/b 57270 BRITAIN
Naples: *add* telex number 71330 a/b 71330 BRITAIN

NIGERIA – Lagos: *amend* Private Mail Bag number to 12136

PAKISTAN – Rawalpindi: *add* telephone number 22131/5

TAIWAN – Taipei: *amend* address and telephone number to 11th floor, Chungchien Building, 179 Chungshan North Road, SEC. 2, (Tel. 557261/2/3)

UNITED STATES – Portland: *delete all details*

YUGOSLAVIA – Zagreb: *amend* telephone number to 424543.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of right' on the dates specified:

Number	Grantee	Subject-Matter
	January 26, 1971	
1,037,244	Standard Telephones & Cables Ltd.	Moving coil transducers
1,052,543	Standard Telephones & Cables Ltd.	Magnetic printing apparatus
1,052,545	Standard Telephones & Cables Ltd.	Sealed magnetic contact device
1,054,341	Standard Telephones & Cables Ltd.	Magnetic core members and adjuster members therefor
1,067,971	Standard Telephlnes & Cables Ltd.	Spark source for an internal combustion engine
1,103,602	Standard Telephones & Cables Ltd.	Common channel signalling system for telecommunication networks
1,105,896	Standard Telephones & Cables Ltd.	Crystal filter circuits
1,106,402	Standard Telephones & Cables Ltd.	Measuring devices
1,113,917	Standard Telephones & Cables Ltd.	Light modulator
1,135,342	Standard Telephones & Cables Ltd.	Converter for coded electrical signals
1,156,333	Standard Telephones & Cables Ltd.	A magneto striction device
1,156,613	Standard Telephones & Cables Ltd.	Analogue-to-digital converter
	January 27, 1971	
988,717	Fairey Engineering Ltd.	Propulsion means for boats
1,030,986	Creed & Company Ltd.	Gauging instruments
1,075,220	Kao Soap Company Ltd.	Heavy duty liquid detergent composition
1,080,557	Erich Ribback	Hydraulic presses
1,176,420	Magyar Vagon-Es Gepyar	Horizontal-operation hydropneumatic spring
1,040,833	Standard Telephones & Cables Ltd.	Telephone signalling systems
1,048,327	Standard Telephones & Cables Ltd.	Signal modulation
1,063,114	Standard Telephones & Cables Ltd.	Telecommunication systems
1,111,734	Standard Telephones & Cables Ltd.	An electrical circuit for the detection and amplification of electromagnetic radiation
1,157,479	Standard Telephones & Cables Ltd.	A magneted striction device
1,127,273	Standard Telephones & Cables Ltd.	A method of and applicator for applying to an elongate article
	January 29, 1971	
1,052,351	Standard Telephone & Cables Ltd.	Display storage tube with solenoidal focusing
1,074,099	Licencia Talalmanyokat Ertekesito Vallalat	Production of calcium and magnesium carbonates
1,069,378	International Standard Electric Corporation	Sealed magnetic contact unit
1,105,080	International Standard Electric Corporation	Reed contact multiply relay
1,161,774	International Standard Electric Corporation	An inductor on a flat insulating substrate
1,172,304	International Standard Electric Corporation	Electron multiplier
1,111,406	ITT Industries, Inc.	Semiconductors

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patents Office. E. ARMITAGE, *Compiroller.*

South East Plan to be debated at London Chamber Forum

MEMBERS AND ADVISERS of the South East Joint Planning team will discuss the commercial implications of their recently issued report – Strategic Plan for the South East – at a London Chamber of Commerce Forum to be held on March 24 at the Elizabeth Suite, Wood Street, London, E.C.2. Mr. Douglas M. Gluckstein, chairman of the Chamber's London and Regional Affairs Committee, and a director of J. Lyons and Co. Ltd., will take the chair at this one-day conference.

Further information from LCC Forum, London Chamber of Commerce, 69 Cannon Street, London, EC4N 5AB (Tel. 01-248 4444, Ext. 10).

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1970, but any later changes known to have come into operation are shown. £2 (*by post* £2 1s. 6d.)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, JANUARY 28

United States (Trade Policy)

Mr. Edward Heath, the Prime Minister, was asked whether, during his recent talks with President Nixon, he discussed the damage to British exports such as footwear and to world trade generally of any revival of protectionism in the United States of America. He replied: 'We discussed trade questions, and I am confident that President Nixon remains opposed to protectionist policies.'

FRIDAY, JANUARY 29

Small firms inquiry costs

Asked to give an estimate of the total expenditure likely to be incurred by the Committee of Inquiry on Small Firms, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, replied: 'Up to the end of April 1971, when the main work of the Committee will be completed, total expenditure is expected to amount to about £120,000. Of this sum, research projects acounts for over half and staff costs for one-third. It does not include any provision for printing and publishing the Committee's Report.'

Floor tiling and the Monopolies Commission

Replying to a Member who asked whether he would refer the floor tiling manufacturing industry to the Monopolies Commission, Mr. Ridley said that his information on the market for floor tiling as a whole is that it is unlikely that the statutory criteria for reference to the Commission are satisfied.

Petrol price increase

Wholesale prices of petrol have increased by about 4 per cent since June 18, 1970, varying slightly for grade and area of supply, Mr. Ridley said. Percentage price increases at the pump might be a little higher than this depending on the dealer.

MONDAY, FEBRUARY 1

Recording of exports

Mr. John Davies, Secretary of State for Trade and Industry, was asked to what extent the under-recording of exports was still taking place. He answered that there was no evidence to suggest that under-recording in recent months had differed from the estimate of 2 per cent indicated by the checks so far made of export documents received against ship and aircraft manifests; results of these checks were now available covering months up to September 1970. Mr. Davies was then asked what interested parties he had consulted on the under-recording of exports following his statement on November 16, 1970; and what new arrangements he had now in mind accurately to record the monthly export figures, and when he intended to implement his new method of pre-entry recording of the monthly export figures. Mr. Davies replied: 'In my statement of November 16, 1970 I said that officials of HM Customs and of my Department would consult with interested parties in order to work out arrangements for a system of pre-entry of exports which would place the minimum burden on traders consistent with the over-riding requirement for accurate recording.

'The following national organizations have been consulted:

Institute of Chartered Shipbrokers; Association of British Chambers of Commerce; International Air Transport Association; British Railways Board; Chamber of Shipping of the United Kingdom; Confederation of British Industry; Institute of Freight Forwarders; London Association of Public Wharfingers; Road Haulage Association; Freight Transport Association Ltd.; Aerodrome Owners Association; British Shippers' Council; British Transport Docks Board; Dock & Harbour Authorities Association; International Cargo Handling Coordination Association; National Freight Corporation; United Kingdom Forwarders Containers Association; British Natonal Export Council; EDC for the Movement of Exports; Simplification of International Trade Procedures Board; British Export Houses Association; National Ports Council; Joint Airports Committee of Local Authorities.

'I cannot give a precise date when the new system will be introduced.'

A further question concerned the organizations who had protested at the new form of export recording; and what ideas were submitted as alternative methods. Mr. Davies answered that representations about the introduction of a system for the pre-entry of exports had been received from the following organizations:

Association of British Chambers of Commerce; Briish Export Houses Association; British National Export Council; Confederation of British Industry; National Economic Development Office; Simplification of International Trade Procedures Board; Institute of Chartered Shipbrokers; British Rail: Shipping and International Services Division; South African Trade Association; London Wharfingers Association; The Society of Shipping Executives; Institute of Freight Forwarders; British Shippers Council; International Air Transport Association; Television News Air Liaison Committee; Airline Operators Committee (London Airport); Airline Operators Committee (Manchester Airport); Airline Operators Committee (Prestwick Airport); Joint Airports Committee of Local Authorities; British European Airways; Grimsby Incorporated Chamber of Commerce and Shipping; Bahr, Behrend & Co.; Ford Motor Co. Ltd.; A. Hurst & Co. Ltd.; Laporte Industries Ltd.; Linotype Ltd.; Jointine Products Co. Ltd.; Royal Doulton Tableware Ltd.; British Pottery Manufacturers Federation; A. B. Volvo; D. D. Smyth & Co.; Trio-Folberth; C. W. Thompson Jewitt & Co.

'A number of broad alternatives have been suggested but we still consider that a system of pre-entry is necessary,' said Mr. Davies. 'Meanwhile the consultations promised in my statement of November 16, 1970 are proceeding.'

Investment guarantee scheme

A Member who asked Mr. Ridley whether he would introduce a guarantee scheme to protect British direct investment overseas against political risks, was told that the Government was studying the feasibility of introducing a National Investment Guarantee Scheme and good progress was being made.

Inquiry into distributive and service trades

Mr. Ridley was asked if the annual inquiry into the distributive and service trades would be discontinued. He replied: 'The Annual Inquiry provides statistics which are essential for the compilation of the national income and expenditure accounts and the analysis of economic trends. The industries covered by the Inquiry account for a quarter of all capital expenditure by private industry. I fear that we cannot dispense with the Inquiry although I recognize the burden it imposes on business.'

Monopolies Commission

In answer to a question from a Member who inquired by what time it was considered that the revised Monopolies Commission would be able to undertake its simpler and shorter inquiries, Mr. Ridley said that the Commission was already equipped to handle limited references made under the existing legislation, and its membership and staff would shortly be further strengthened. In formulating proposals for new legislation on monopolies, the powers to make limited references and the duties of the Commission in dealing with them would be reviewed.

Trade with Romania

A Member asked what safeguards for British agriculture were inserted into the agreement with Romania, when negotiated, under which Great Britain sold irrigation equipment in return for canned pigmeat and horticultural produce. Mr. Ridley answered that the compensation trade arrangements for the irrigation contract were negotiated between the commercial interests involved. 'As regards the increases in quotas for imports which were agreed by the former Administration in connection with that contract, I would refer to the answer given by my hon. Friend the Member for Rye on December 17,' he said. 'Any dumping from Romania would be subject to anti-dumping duties.'

Euratom

Mr. Ridley was asked to make a statement on the discussions which took place in Brussels on Wednesday, January 27, 1971 on Great Britain's entry into Euratom; to what extent Great Britain was asked to contribute to the financial costs of industrial atomic knowledge; and what was the response of Great Britain's negotiators. He said: 'On January 26 the Community Delegation made a statement about the implications, as they saw them, of the Entry of the United Kingdom into Euratom. These included a request for compensation for scientific knowledge to which we will then have access. In our reply the following day we said that we intended to play a full part in Euratom when, as we hoped, we became members. But we did not believe that a request for compensation for Euratom's existing stock of scientific information was justified.'

Pre-Production Order Scheme

The future of the Pre-Production Order Scheme is currently under review, Mr. Ridley said, in reply to a question.

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

Bank of Wales

Answering a question on the proposal for setting up a Bank of Wales, Mr. Ridley said that exchanges between himself and the promoters of any proposed company were treated as confidential. No company had recently been registered by a name which indicated that it would carry on the business of banking in Wales.

Lead in canned foodstuffs

A Member asked what quantity of cans for canning foodstuffs was manufactured in the United Kingdom in 1970 or the latest year for which figures are available; and what proportion of this consisted of cans with their insides lacquered to prevent the lead content of the solder used in the joints from contaminating the food. Mr. Ridley answered that in 1970 about 8,000 million cans were manufactured in the United Kingdom for food and drink. Of these some 3,500 million were fully lacquered internally; most of the balance were lacquered at both ends. The primary purpose of lacquering was not to prevent lead contamination but to retain good appearance and colour in certain foods. The Lead in Food Regulations 1961 strictly limited the amount of lead which may be present in food for human consumption, irrespective of its origin.

Investment incentives

Asked when legislation to give effect to the changes in investment incentives announced in October 1970, would be introduced, Mr. Ridley said: 'Legislation on investment and building grants will be introduced as soon as possible. As stated in the White Paper on Investment Incentives, the Finance Bill will provide for the proposed changes in capital allowances.'

Development areas

The main forms of paid publicity used for attracting additional employment to the development areas are press advertising and the provision of descriptive literature to inquirers, Mr. Ridley said in reply to a question.

Industrial development

Mr. Ridley answered questions on industrial development in Scotland, the Northern Development Area and North-east England.

TUESDAY, FEBRUARY 2

Stamp Act

A Member asked Mr. Ridley whether he proposed to take any action to safeguard the interests of consumers now that the abolition of the 2d. stamp duty on receipts for £2 or more by the repeal effective on February 1, 1971 of relevant parts of the Stamp Act 1891 had removed the only legislation giving the consumer a right to a receipt. Mr. Ridley said that Section 103 of the Stamp Act made it an offence for a person to refuse to give a duly stamped receipt in cases where duty was payable. Though Government Departments had not been obliged to issue receipts, they had done so, and would continue their existing practice. Mr. Ridley continued: 'I have satisfied myself that other bodies in the public sector, such as nationalized industries and local authorities, are also likely to continue to give receipts. I am confident that the great majority of private traders will follow this lead, in the interests of maintaining good relations with their customers. We shall continue to watch the situation, however, in case the lack of a legal requirement to provide receipts causes any serious problems.'

WEDNESDAY, FEBRUARY 3

Membership of the EEC

Mr. Michael Noble, Minister for Trade, was asked to list the categories of industry which in the Government's view would now profit from Great Britain joining the Common Market and those which would not profit. 'All categories of British industry are potentially capable of profiting from Great Britain joining the Common Market,' replied Mr. Noble. 'Within the categories, some firms will do better than others depending on their response to the new situation and the opportunities it affords.'

Trade with Romania

A Member asked in relation to the trade deal negotiated with Romania, in which the supply of irrigation plant would be offset by importing agricultural products, what was the quantity of canned pigmeat to be imported; and if an assurance would be given that this would be strictly limited in any future deals. Mr. Noble replied: 'In accordance with an undertaking given by the former Administration to the Romanian Government, which I assume the hon. Member has in mind, the Romanian quotas for canned pigmeat will be increased by an annual value of £500,000. As regards the present Government's policy on imports of canned pigmeat from East European countries, I would refer the hon. Member to the reply given to my hon. Friends the Members for Weston-super-Mare and South Dorset on December 2, 1970.'

Advance factories in Scotland

'Nine advance factories provided under the Local Employment Acts are at present available in Scotland, Sir John Eden, Minister for Industry, said in reply to a question. 'There have been four inquiries in all for these factories in the past two months.'

RUSSIAN VISITORS TO WEDGWOOD

Mr. V. G. Samartsev, head of the Russian trade organization, Razno, in the United Kingdom, started a recent tour of the British pottery industry with a visit to the Wedgwood factory at Barlaston, Staffs. He toured the manufacturing departments and discussed new shapes and patterns with export sales executives. Mr. Samartsev (left) is pictured making the first move at a board of Wedgwood chessmen with Mr. William Lydeard (right), sales director of Wedgwood Marketing, and Mr. Douglas Hawley, European divisional sales manager.

Parliamentary answers on aviation and shipping

MONDAY, FEBRUARY 1

Oil finds in the North Sea

Asked how many oil finds in the North Sea had been reported to him during the last six months; and which are the companies involved in the finds, Mr. Ridley, Parliamentary Under-Secretary of State for Industry, said: 'Three. The licensees concerned are BP, Shell-Esso and the Phillips Group.'

Location of airports

A Member asked whether, before coming to a decision on the site for another international airport near London, the Secretary of State would as a matter of urgency institute a comprehensive national study into the location of airports, air traffic control requirements, military demands on airspace, the future growth within the United Kingdom of both scheduled and charter services, and all related matters. Mr. Ridley answered: 'Much evidence on these matters is already available and the further studies proposed do not appear to be necessary.'

TUESDAY, FEBRUARY 2

Prestwick Airport

In reply to a question on Government plans for making greater use of Prestwick aerodrome in view of its remarkable record of freedom from fog which, as experience had shown, so often curtailed the use of other aerodromes, Lord Denham said Prestwick Airport had been owned and managed by the British Airports Authority since 1966 and plans for its development were therefore primarily their responsibility. He went on: 'I understand that the Authority have made every effort to attract both passenger traffic and training flights to the airport. Neither the Government nor the Authority have the power to direct airlines to use Prestwick in preference to other airports and, in the last analysis, the use made of Prestwick Airport is a matter of airline choice.'

Airports and fog dispersal systems

Lord Denham was asked, in view of the recent total close-down of all airports in England, due to fog, in which thousands of passengers were considerably delayed, whether the Government were still satisfied with the electronic automatic landing device; or whether they would now consider some form of fog dispersal unit, which could possibly be ignited by North Sea gas, which would enable aircraft to both land and take off. Lord Denham said that the Government's view, which was shared by other leading aviation States, was that an all-weather operations system using electronic automatic approach and landing devices provided the best way of achieving safe and regular operation of aircraft in very low visibility. Nevertheless, the cost of using some form of fog dispersal and the contribution it might make to the overall system was being further studied.

WEDNESDAY, FEBRUARY 3

Air/sea rescue

Mr. Michael Noble, Minister for Trade, was

asked if he would consider the use of a helicopter service for air/sea rescue purposes in North-west Scotland. He replied that service helicopters could be made available to assist surface craft in rescue operations in this area when required. The occasions on which they were needed for this purpose, however, had been infrequent.

Collision of aircraft

Referring to concern following the recent collision of aircraft over Nottinghamshire, a Member asked Mr. Noble to cause an inquiry to be held with the Ministry of Defence and the Chief Inspector of Accidents, with a view to greater safety procedures being required. Mr. Noble replied: 'I was distressed to learn of the collision between two RAF Canberra aircraft near Mansfield. I understand from my right hon. Friend the Secretary of State for Defence that an RAF Board of Inquiry into this disaster is now in progress. The investigation of this accident, which concerns military aircraft only, is not the responsibility of the Chief Inspector of Accidents.'

WEDNESDAY, FEBRUARY 3

Midland and Yorkshire airports

A question was asked on the number of international passenger-carrying air movements into and out of the airports of the Midlands and Yorkshire, namely Birmingham, Brough, Coventry, East Midlands and Leeds/Bradford, in 1970. Mr. Noble gave the following information, available to July 1970. For purposes of comparison the same information is shown for the corresponding period of 1969.

International Air Transport Movements† at airports in the Midlands and Yorkshire

	January-July 1970		January-July 1969	
	Arrivals	Departures	Arrivals	Departures
Birmingham	1,941	1,886	1,882	1,933
Brough	—	—	19	15
Coventry	55	57	68	67
East Midlands	341	350	300	315
Leeds-Bradford	341	336	537	543
	2,678	2,629	2,806	2,873

† Including some all-cargo flights

In reply to a request for a list of the monthly number of fare-paying air passengers flown on scheduled, and on inclusive tour and charter services, respectively, from Leeds/Bradford Airport in 1970, Mr. Noble gave the following information, available to July 1970:

Passengers Departing from Leeds-Bradford Airport 1970

	Scheduled services	Charter flights†
January	4,495	123
February	5,707	204
March	7,142	674
April	9,430	859
May	12,971	582
June	14,248	299
July	17,106	486
	71,099	3,227

† Including inclusive charters

It is not possible to separate the small number of passengers carried free of charge.

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
February 17	Miscellaneous stores	Auctioneers premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth (Tel. 0752 69292)

Bedford fire tenders with Sigmund pumps; Coventry Climax featherweight pumps; Tangye 20-ton jacks; trailer mounted generators; sand blast unit; electric hoist; power barrow; radar vans; Ratnor and other safes; bearings; 4-tons steel studs; electric refrigerators (7½ cu. ft.); barometers; barographs; compasses and tripods; clocks; watches; folding organs; lantens; electrical and wireless equipment; drawing instruments; vehicle spares; steel oil cans; brushes and cleaning rods; 1 gall. jars; kilderkins; small casks; extending ladders; large quantity picks and shovels; porcelain wash hand basins; tools; gauges; meters; wooden and steel boxes; carpets; greatcoats; duffel coats; raincoats; trousers and blouses; jerseys; kit and travelling bags; boots and shoes; blankets; sheets; counterpanes; curtains; towels; table cloths; cotton and wool rags; tentage; rope and cordage; mattresses; aluminium and wooden furnishings; tubular stacking chairs; pedestal desks; aluminium kitchenware; large quantities of other general stores.

February 23	Plant and equipment, clothing and textiles, miscellaneous stores	Regional Depot, Ordnance Support Unit RAOC, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street' Leeds LS2 8JH (Tel. 053-2-20898)

Industrial and garage plant and equipment; clothing, furniture and miscellaneous stores including, diesel and electric fork lift trucks; pallet transporters; drilling and grinding machines; milling machines; lathes; compressors; lubricating plant; welding equipment; gravity rollers; cable; electrical, signal and wireless equipment; vehicle spares; tool kits and hand tools; hydraulic and screw jacks; household and kitchen equipment; ropes; aluminium extending ladders; shovels; ironmongery; tents; canvas; packs; haversacks; carpets; curtains; webbing; kit bags; camp equipment; blankets; sheets, etc.; battledress and denim trousers and blouses; berets; greatcoats; raincoats; ankle boots; chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc.; and large quantities of miscellaneous stores. ALSO BLACK PVC SHEETS 160 ft. by 90 ft. by 0·014 in. THICK, FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN PLYWOOD TRANSIT CASES.

March 3	Miscellaneous stores	Cavalry Barracks, Butt Road, Colchester	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester (Tel. 0206 73171/2/3)

Bedford 4 × 2 fire tenders; Coventry Climax featherweight pumps; Coventry Climax 4,000 lb. and 2,000 lb. fork lift trucks; 27½ kVA generator; Alco 0·5 kVA generator sets; cement mixers; machine tools; aluminium extending ladders; 50 tons (mainly non-ferrous) metal in sheets and various sections; scrap metals; scientific instruments; multi-core electric cable; M.T. and earthmover spares; miscellaneous radio and electrical spares; fire extinguishers; solid fuel slow combustion heating stoves; 6 ft. by 4 in. and 6 ft. by 5 in. cast iron flue pipes; tyres; wood and steel ammunition boxes; CLOTHING AND TEXTILES including, battledress and denim trousers and blouses; khaki flannel shirts; bush shirts and jackets; boots and shoes; berets; blankets; greatcoats; carpets; haversacks; mixed rags, etc.; FURNITURE including, miscellaneous chairs and tables; sideboards; dressing chests; wardrobes; bedsteads; steel and wooden lockers; large quantities of other general stores.

Cataloguesof the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)

SALE BY TENDER

MACHINE TOOLS

Horizontal and jig borers; horizontal broach; pillar and radial drills; surface and universal grinders; turret, capstan, profile and centre lathes; horizontal vertical and universal millers; shaping, tapping, planing, woodworking machines, etc. Located at Branston, Staffs. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales (Supply), Sales (S) 6 a iv, First Avenue House, High Holborn, London, WC1V 6HE. Tenders must be returned by 10 a.m. March 9, 1971.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London, EC4M 7HU). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the DTI require, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	4,907	1,070	994	944	1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	142	113	103·0	136	140	148	130	130	358	232	26	36
1968															
3rd quarter	116	120·7	135	135	112	103·2	138	129	144	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104·1	146	146	160	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	133	128	138	135	134	104	105	6	9
2nd quarter	117	123·3	141	141	113	103·7	135	141	147	129	127	80	43	2	—
3rd quarter	119	123·2	143	144	113	103·1	138	146	155	152	128	48	—	8	10
4th quarter	120	123·5	147	146	114	103·0	138	146	153	127	131	126	84	10	16
1970															
1st quarter	117	123·7	149	148	114	103·2	131	141	142	115	131	36	32	– 5	–41
2nd quarter	120	122·8	154	153	116	104·2	142	150	160	121	137	98	55	12	7
3rd quarter	120	123·9 p	158	157	117	104·6	139	153	156	122	133	126	42	5	26
1970															
May		121·3				104·7									
June		123·7				104·7									
July		121·9				104·1									
August		122·8				105·4									
September		124·7				104·4									
October		126·2				106·1									
November		123·4 p				103·3									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports (§)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24·785	115	113	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	119	122	43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	139	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24·308	167	169	416
1970		140·2	6·4	128·4 p	124·5 p	217·5	574	186		182 p	188 p	
1968												
4th quarter	106	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	173	184	213
2nd quarter	122	139·5	5·8	129·2	123·6	213·6	563	187		184	186	119
3rd quarter	123	141·1	6·9	126·9	125·7	219·0	592	185		178	178	73
4th quarter		144·0	7·7	127·2 p	128·9 p	227·8	581	177		192 p	205 p	
1970												
June	122	139·9	5·9	128·0	124·2	215·3	561	187		193	189	
July	122	140·9	6·7	127·5	125·0	217·5	593	186		144	189	
August	123	140·8	6·8	126·1	125·7	219·7	593	184		196	142	
September	123	141·5	7·0	127·2	126·4	221·0	589	187		193	203	
October	122 p	143·0	7·4	126·3	127·5	222·4	576	184		191	210	
November	123 p	144·0	7·9	127·8 p	128·1 p	228·4	579	176		197	196	
December		145·0	7·9	127·4 p	128·2 p	232·6	589	171		190 p	209 p	
1971												
January							614	157				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI
(‡) Not seasonally adjusted. (§) Figures include adjustments for special factors affecting the recording of exports

Acquisitions and mergers of companies in the fourth quarter of 1970

THIS NOTE gives details of acquisitions of, and mergers between industrial and commercial companies in the fourth quarter of 1970. These details bring up to date the previous note in the series published in *Trade and Industry* on December 2, 1970.

Two hundred and twenty-four acquisitions and mergers were reported between October and December 1970, with a value of nearly £202 million. This number was slightly higher than the quarterly average during the first nine months of 1970 but was little changed from the quarterly average during 1969. The value of acquisitions and mergers in the fourth quarter was, however, about a third lower than in the third quarter, mainly because of the absence of any exceptionally large transactions.

In 1970 as a whole, the number of reported acquisitions was slightly lower than in 1969, which in turn was lower than in 1968. Although the number of acquisitions was lower (about 850 compared with about 890), the value of acquisitions in 1970 was about 15 per cent higher than in 1969 (£1,291 million compared with £1,106 million).

As Table 2 indicates, the main sectors in which significant acquisitions occurred in the fourth quarter of 1970 were the drink, property and miscellaneous services industries, together with overseas acquisitions. About 38 of the acquisitions in the quarter involved an expenditure of over £1 million, although none involved an expenditure of over £50 million. The largest acquisitions were of John Smith's Tadcaster Brewery (by Courage, Barclay and Simmonds) for over £37 million, of Hallmark Securities (by Spey and Westmoreland Propertits) for about £20 million, of H. u. M. Fischer, a West German company, (by Beecham Group) for nearly £13 million, and of Dollond and Aitchison (by Gallaher) for £10 million. Further details of the size of companies acquired during the quarter are given in Table 3.

Just over half of the consideration for acquisitions in the fourth quarter was in the form of cash, a much higher proportion of total expenditure than in recent quarters. Issues of ordinary shares represented only about 30 per cent of total expenditure compared with nearly a half in the third quarter and over 70 per cent in the second quarter. For 1970 as a whole, however, cash expenditure represented a rather smaller proportion of the total, and ordinary shares a rather larger proportion. Loan stocks and preference shares represented about a fifth of total expenditure in both years.

Notes:

This analysis relates to United Kingdom industrial and commercial companies including those trading mainly overseas. It does not cover companies in agriculture, insurance, banking and finance and shipping. It is compiled from information extracted from the financial press, supplemented by special inquiries to determine the form and value of particular acquisitions.

It should be recognized that many small acquisitions are not referred to in the financial press and the number of acquisitions quoted in the accompanying tables cannot be taken as indicating the total number of companies, the ownership of which changes in a period. However, the omission of very small acquisitions is not likely to have an appreciable effect on the trend of the value series. Some indication on the numbers of very small acquisitions can be obtained from Annex A by comparing the number identified from company accounts with the number identified from the financial press. Although the comparison is complicated by the different time periods involved (the former relates to a variety of accounting years approximating to the calender year, whereas the latter relates exactly to the calendar year) it is apparent that the large numbers identified from company accounts (especially in such fields as distribution and the service trades) have a comparatively small effect on the total value.

The values shown relate to expenditure during the current period, excluding any previous investment in the company acquired. Where possible, values are market values, and where shares or stocks are issued in exchange for companies they are valued at the market price at date of issue. Where market values are not available, as in the case of some non-quoted companies, the valuation is based on the nominal value of the shares acquired. In comparing this series over time it should be recognized that share prices can fluctuate considerably in the short-term and that such fluctuations will be reflected in a series in which a considerable proportion of expenditure on acquisitions takes the form of share exchanges which are valued at market prices.

An estimate of cash expenditure outside the company sector by industrial and commercial companies on acquiring subsidiaries and on trade investment is published quarterly by the Central Statistical Office.

Each company is alloted to an industry group corresponding generally to an Order of the Standard Industrial Classification, 1968; industrial holding companies which cannot be sensibly classified to any of the groups distinguished, and companies trading mainly overseas are treated as separate groups. If a company has diverse activities, it has been classified to the industry in which its main activity lies; but for some companies the classification is a very arbitrary one.

Table 1. Summary of acquisitions and mergers

£ million

	Number of companies		Expenditure				Percentage of expenditure			Mergers included and Consideration
	Acquiring	Acquired	Total	Cash	Ordinary shares	Loan stock and preference shares	Cash	Ordinary shares	Loan stock and preference shares	
1969	720	891	1,106·3	322·4	563·0	221·0	*29·1*	*50·9*	*20·0*	
1st quarter	199	247	419·1	79·7	266·6	72·8	*19·0*	*63·6*	*17·4*	Includes one merger, value £4·2
2nd quarter	194	252	297·7	114·6	145·8	37·4	*38·5*	*49·0*	*12·5*	Includes one merger, value £11·2
3rd quarter	168	197	233·4	75·4	79·0	79·0	*32·2*	*33·9*	*33·9*	There were no mergers this quarter
4th quarter	159	195	156·1	52·7	71·6	31·8	*33·8*	*45·8*	*20·4*	There were no mergers this quarter
1970	675	851	1,290·6	297·1	718·2	275·3	*23·0*	*55·6*	*21·4*	
1st quarter	174	219	341·5	73·8	196·2	71·5	*21·6*	*57·5*	*20·9*	Includes two mergers, value £83·4
2nd quarter	158	207	444·9	53·6	315·5	75·8	*12·1*	*70·9*	*17·0*	Includes one merger, value £12·4
3rd quarter	167	201	302·5	64·1	147·3	91·1	*21·2*	*48·7*	*30·1*	There were no mergers this quarter
4th quarter	176	224	201·7	105·6	59·4	36·7	*52·4*	*29·4*	*18·2*	Includes three mergers, value £8·9

(Continued on next page)

ACQUSITIONS AND MERGERS OF COMPANIES, *continued*

The analysis is restricted to acquisitions of companies. It does not cover the acquisition of unincorporated businesses. Neither does it cover the reorganization of internal divisions within the same company, nor the joining of divisions with other interests outside the company, e.g. the merger of the computer interests of English Electric, ICL and Plessey to form International Computers Ltd.

Annex A. Statistics of acquisitions and mergers: a reconciliation of the various published sources of data.

1. Quoted companies covered in the Department of Trade and Industry's analysis of company accounts.

Value in £ million

	Acquisitions		Mergers		Total	
	Number	Value	Number†	Value	Number	Value
(i) Data derived from company accounts:						
1964	939	502	2	5	941	507
1965	995	507	10	22	1,005	529
1966	805	447	6	123	811	570
1967	763	822	—	—	763	822
1968	942	1,774	10	534	952	2,308
(ii) Data derived from press reports:						
1968	628	1,779	10	534	638	2,313
1969	608	894	4	15	612	909

2. All industrial and commercial companies data derived from press reports.

1969	887	1,091	4	15	891	1,106
1970	839	1,186	12	105	851	1,291

Notes: †The number of previously independent companies involved in the mergers

1 (i) These figures do not relate precisely to calendar years but to accounting years of companies ending between April 6 of the year shown and April 5 of the following year

1 (ii) These figures cover property companies which are omitted from the figures at 1 (i). Acquisition by property companies in 1968 totalled 30 with a value of £125 million.

Table 3. Size analysis of companies acquired

Consideration	4th quarter	
	Total number of acquisition	Percentage of total
Over £50 million	—	—
Not more than £50 million	1	*0·4*
Not more than £20 million	3	*1·3*
Not more than £10 million	1	*0·4*
Not more than £5 million	12	*5·4*
Not more than £2 million	21	*9·4*
Not more than £1 million	26	*11·6*
Not more than £500 thousand	32	*14·3*
Not more than £200 thousand	41	*18·3*
Not more than £100 thousand	57	*38·8*
	224	*100*

Table 2. Industrial analysis

£ million

Industry group of acquiring company	1969 quarterly average			1970 3rd quarter			1970 4th quarter			1970		
	Number of Companies			Number of Companies			Number of Companies			Number of Companies		
	Acquiring	Acquired	Total Expenditure	Acquiring	Acquired	Total Expenditure	Acquiring	Acquired	Total Expenditure	Acquiring	Acquired	Total Expenditure
COMPANIES TRADING MAINLY IN UNITED KINGDOM												
Manufacturing industries												
Food	4	5	7·2	5	6	1·0	3	3	0·1	16	18	7·4
Drink	2	2	33·0	1	1	0·5	4	5	43·8	9	11	46·7
Tobacco	1	2	11·8	1	1	59·6	2	7	10·7	4	10	90·5
Chemicals and allied industries	6	9	20·2	3	4	0·2	11	12	10·1	26	33	93·1
Metal manufacture	5	6	7·2	5	6	3·1	4	4	3·5	26	28	81·6
Non-electrical engineering	18	21	24·8	20	24	13·2	12	15	5·1	59	67	39·0
Electrical engineering	8	10	26·4	3	4	1·5	6	9	1·9	25	31	17·6
Vehicles	3	4	0·8	1	1	0·2	3	5	4·8	11	17	17·6
Metal goods not elsewhere specified	7	9	11·9	8	8	6·8	10	12	6·6	25	27	19·8
Textiles	12	16	10·0	7	7	2·6	8	10	3·9	30	42	27·3
Clothing, leather, fur and footwear	6	8	2·4	8	11	3·7	7	10	2·2	33	42	14·4
Bricks, pottery, glass, cement, etc.	7	8	3·9	8	9	13·3	8	11	5·4‡	27	34	88·9
Timber, furniture, etc.	3	4	0·8	5	7	2·9	4	5	1·4	16	21	15·1
Paper, printing and publishing	7	8	5·1	2	2	13·9	6	7	1·6	29	34	134·4
Other manufacturing industries	5	6	4·8	5	5	5·8	5	5	0·5	16	21	13·4
Total	97	120	172·6	82	96	128·4	93	120	101·6	354	441	706·9
Distribution and service trades:												
Construction	12	14	5·2	7	9	9·9	12	14	4·7	36	41	21·8
Transport and communication (excluding shipping	3	4	0·6	6	11	6·4	3	4	7·9	16	24	15·5
Wholesale distribution	13	14	11·8	14	15	2·7	12	16	8·2	51	65	34·7
Retail distribution	8	10	5·9	7	8	4·4	6	8	6·6	26	33	26·2
Miscellaneous services	17	24	22·9	11	13	51·2	21	28	12·1§	73	101	154·4
Total	52	66	46·5	45	56	74·8	54	70	39·5	202	264	252·5
Industrial holding companies	9	11	21·4	9	12	20·3	6	9	4·8	30	43	42·4
Property	10	12	18·6	6	6	5·3	6	7	24·9	22	27	149·5
Overseas acquisitions:												
By manufacturing	6	8	6·8	12	15	62·4	10	10	27·0	28	32	92·0
By distribution and property	2	3	2·0	5	7	6·9	5	5	3·5	14	16	11·5
By industrial holding companies	—	—	—	—	—	—	—	—	—	1	1	0·8
Total trading mainly in United Kingdom	178	220	267·6	159	192	298·2	174	221	201·3	651	824	1,255·5
COMPANIES TRADING MAINLY OVERSEAS												
United Kingdom companies acquired	2	3	9·0	7	8	4·3	2	3	0·4†	21	24	33·7
Overseas companies acquired	—	—	—	1	1	—	—	—	—	3	3	1·4
TOTAL INCLUDING OVERSEAS	**180**	**223**	**267·6**	**167**	**201**	**302·5**	**176**	**224**	**201·7**	**675**	**851**	**1,290·6**
United Kingdom companies acquired	171	212	276·8	149	178	233·1	161	209	171·1	629	799	1,184·9
Overseas companies acquired	9	11	8·8	18	23	69·4	15	15	30·6	46	52	105·7

† Includes one merger of which the market value was £0·2 million in ordinary shares
‡ Includes one merger of which the market value was £2·6 million in cash and ordinary shares
§ Includes one merger of which the market value was £6·1 million in ordinary shares

Retail trade in December 1970

THE VOLUME of retail trade in the fourth quarter of 1970 was, after allowing for seasonal influences, little more than in the third. A 2 per cent increase in the volume of sales by clothing and footwear shops was offset by small reductions in sales by durable goods shops and other non-food shops. Department stores and other large shops may have been adversely affected by the electricity cuts in the first half of December. Sales by food shops showed on average no change between the two quarters.

The seasonally adjusted index of the volume of total sales in December was 105.0 (1966=100) compared with 103.3 in November and 106.1 in October.

The value of retail trade in the fourth quarter of 1970 before allowing for price changes was 8½ per cent more than in the fourth quarter of 1969, equivalent to an increase of nearly 2 per cent in volume (i.e. at constant prices).

Although, because of the postal strike, the December figures are based on returns from somewhat fewer contributors than usual, it is unlikely that the figures now published will need major revision when the remaining returns are received. Returns from many smaller retailers had been received before the strike, and the larger contributors have been contacted by telephone. The Department of Trade and Industry is most grateful for the help given by contributors in overcoming the difficulties of communication encountered on this occasion.

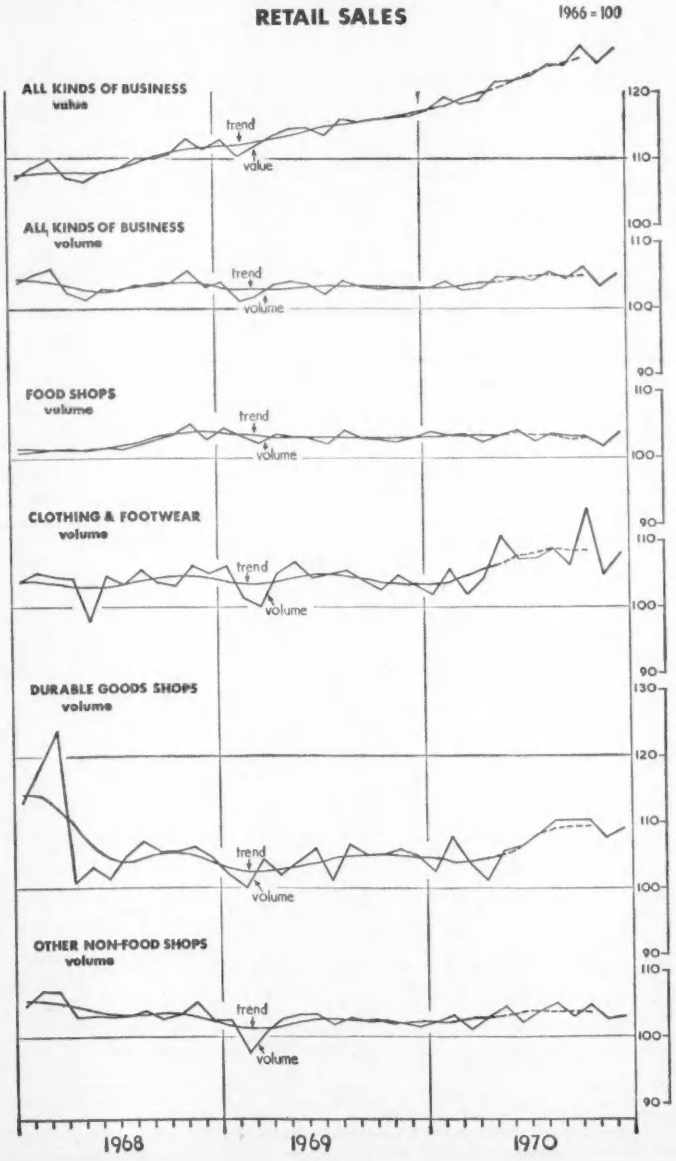


Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (†) 1966 = 100

	All kinds of business (‡)	Food shops (‡)	Non-food shops			
			Total (‡)	Clothing and footwear shops	Durable goods shops	Other non-food shops (§)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101·4	101·2	101·5	100	103	102
1968	103·6	102·1	104·8	104	108	104
1969	103·0	103·1	102·9	104	104	102
1970	104·2	103·3	105·0	107	107	103
1969 1st quarter	102·3	103·3	101·2	102	102	100
2nd quarter	103·7	103·3	104·1	105	104	103
3rd quarter	103·1	103·0	103·2	105	104	102
4th quarter	103·0	102·8	102·9	103	105	102
1970 1st quarter	103·2	103·6	102·9	103	105	102
2nd quarter	104·2	103·3	104·7	107	105	103
3rd quarter	104·6	102·9	105·8	107	109	104
4th quarter	104·8	102·9	106·0	109	109	103
1970 April	103·1	102·4	103·1	105	101	103
May	104·7	103·3	106·2	112	106	105
June*	104·7	104·0	104·7	107	106	102
July	104·1	102·4	105·5	107	108	104
August	105·4	103·3	106·9	109	110	105
September*	104·4	103·1	105·2	106	110	103
October	106·1	103·0	108·2	115	110	105
November	103·3	101·7	104·3	105	108	103
December*	105·0	103·8	105·6	108	109	103
1970 July-Sept.	104·6	102·9	105·8	107	109	104
Oct.-Dec.	104·8	102·9	106·0	109	109	103
Percentage increase	*0·2*	—	*0·2*	*2*	—	—

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (†) 1966 = 100

	All kinds of business (‡)	Food shops (‡)	Non-food shops			
			Total (‡)	Clothing and footwear shops	Durable goods shops	Other non-food shops (§)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103·0	103·0	102·9	102	104	103
1968	109·2	108·0	110·2	107	113	111
1969	114·3	115·3	113·5	112	113	115
1970	122·4	122·2	122·6	121	123	123
1969 1st quarter	111·7	113·5	110·2	108	110	111
2nd quarter	114·2	114·5	114·0	113	113	115
3rd quarter	115·0	116·0	114·3	113	113	115
4th quarter	116·1	117·0	115·4	113	116	117
1970 1st quarter	118·2	119·6	117·1	114	117	119
2nd quarter	120·8	120·6	120·8	120	119	121
3rd quarter	123·6	123·2	124·2	122	127	125
4th quarter	126·0	125·2	126·6	126	128	126
1970 April	118·8	118·9	118·7	117	116	120
May	121·5	120·1	122·5	124	121	123
June*	121·8	122·4	121·2	120	121	121
July	122·5	122·1	123·1	121	125	124
August	124·2	123·1	125·5	124	128	126
September*	124·1	124·2	124·1	122	127	124
October	127·0	124·7	128·9	132	130	127
November	124·4	123·8	124·7	121	127	126
December*	126·5	126·6	126·4	126	128	126
1970 July-Sept.	123·6	123·2	124·2	122	127	125
Oct.-Dec.	126·0	125·2	126·6	126	128	126
Percentage increase	*1·9*	*1·6*	*1·9*	*4*	*1*	*2*

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by December 1970 sales was the five weeks from November 29, 1970 to January 2, 1971, the corresponding period in 1969 was from November 30, 1969 to January 3, 1970. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(‡) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(§) Including department stores and mail order businesses.

Hire purchase and other instalment credit business in December

THE UPWARD trend in the instalment credit business of finance houses which started in the third quarter of 1969 continued to the end of 1970. Instalment credit extended by finance houses in the fourth quarter of 1970 was 10 per cent more than in the third quarter after allowing for seasonal effects: this includes a high figure for December. But a similar comparison for instalment credit sales by durable goods shops shows only a marginal rise.

Total debts outstanding to finance houses and retailers rose by £36 million in three months to December and in seasonally-adjusted terms, a faster rate of increase than in earlier quarters.

In 1970 as a whole, new credit extended by finance houses was 17 per cent more than the relatively subdued level in 1969. Instalment credit sales by durable goods shops increased by 11 per cent between the two years following a fall of 8 per cent between 1968 and 1969. During 1970 as a whole, total debt owed to finance houses and retailers rose by £89 million, following a reduction of £16 million during 1969.

Although because of the postal strike, the December figures are based on returns from somewhat fewer contributors than usual, it is unlikely that the figures now published will need major revision when the remaining returns are received. Returns from many smaller retailers had been received before the strike, and the larger contributors have been contacted by telephone. The Department of Trade and Industry is most grateful for the help given by contributors in overcoming the difficulties of communications encountered on this occasion.

Finance houses

Credit advanced by finance houses in December was 30 per cent more than a year earlier; this is a much larger increase than on average in recent months, and reflects in particular a sharp increase in lending on cars, consistent with the rise in the number of contracts reported by HP Information Ltd for December.

New credit extended by finance houses in the fourth quarter as a whole was 22 per cent more than the year earlier. Credit for new cars was up by 28 per cent and for used cars by 12 per cent, both increases being larger than in recent quarters. There were increases also in the remaining categories of finance house business: the largest (62 per cent) was again in 'other goods', the heading which includes personal loans not recorded by finance houses as being for the purchase of specific goods. Although this increase was less than in the third quarter (81 per cent) it remained large compared with earlier quarters.

With credit extended exceeding repayments, debt owed directly to finance houses increased by £29 million during the fourth quarter in seasonally-adjusted terms: Unadjusted the increase was £4 million. At the end of 1970 debt owed directly to finance houses

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Retailers (†)	By Finance Houses		
1966	1,404	735	669	1,533	−129
1967	1,496	750	746	1,532	− 36
1968	1,574	805	769	1,529	45
1969	1,504	803	701	1,520	− 16
1970	1,687	865	822	1,600	89
1966 1st quarter	391	190	201	390	1
2nd quarter	377	187	190	390	− 13
3rd quarter	329	182	147	375	− 46
4th quarter	307	176	131	378	− 71
1967 1st quarter	323	178	145	372	− 49
2nd quarter	343	181	162	383	− 40
3rd quarter	403	190	213	387	16
4th quarter	427	201	226	390	37
1968 1st quarter	427	212	215	392	35
2nd quarter	362	194	168	381	− 19
3rd quarter	387	200	187	376	11
4th quarter	398	199	199	380	18
1969 1st quarter	363	194	169	373	− 10
2nd quarter	366	200	166	375	− 9
3rd quarter	377	201	176	381	− 4
4th quarter	398	208	190	391	7
1970 1st quarter	392 r	208 r	184 r	382 r	10
2nd quarter	405 r	210 r	195 r	387 r	20 r
3rd quarter	431 r	220 r	211 r	408	23 r
4th quarter	459	227	232	423	36

(†) Durable goods shops, departmental stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses and retailers (†)		Finance Houses				Durable Goods Shops			
			New instalment credit extended per calender month (*Index* 1966 = 100)		Increase in debt		*Instalment credit sales per week* (*Index* 1961 = 100)		Increase in debt	
	£ million				£ million				£ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966	−129		*100*		−84		*93*		−51	
1967	− 36		*111*		−15		*94*		−30	
1968	45		*115*		26		*102*		2	
1969	− 16		*105*		−21		*94*		− 5	
1970	89		*123*		58		*105*		4	
1966 1st quarter	−29	1	118	*120*	4	3	97	*104*	−13	− 5
2nd quarter	7	−13	129	*114*	24	− 5	90	*95*	−15	−11
3rd quarter	−58	−46	89	*88*	−36	−33	86	*88*	−15	−15
4th quarter	−49	−71	64	*78*	−76	−49	97	*83*	− 8	−20
1967 1st quarter	−77	−49	87	*86*	−39	−41	81	*87*	−18	−12
2nd quarter	−24	−40	113	*96*	− 4	−27	83	*88*	−13	−11
3rd quarter	5	16	129	*128*	20	21	93	*96*	− 8	− 8
4th quarter	60	37	117	*135*	8	32	122	*105*	9	1
1968 1st quarter	5	35	129	*128*	25	24	111	*120*	− 1	4
2nd quarter	—	−19	116	*101*	9	−18	86	*92*	− 6	− 3
3rd quarter	− 3	11	113	*112*	7	9	96	*99*	− 1	—
4th quarter	43	18	101	*118*	−15	11	113	*98*	10	1
1969 1st quarter	−39	−10	102	*102*	− 7	− 9	87	*93*	−10	− 5
2nd quarter	7	− 9	114	*99*	9	−17	88	*93*	− 1	2
3rd quarter	−18	− 4	106	*105*	− 2	1	91	*94*	− 2	− 2
4th quarter	34	7	96	*113*	−21	4	113	*97*	8	—
1970 1st quarter	−22	10	112	*110* r	—	− 1	94	*101*	− 5	2
2nd quarter	36	20 r	135	*116* r	38	12	96	*102*	− 1	1
3rd quarter	8	23 r	127	*126* r	16	18	103	*107*	1	2
4th quarter	67	36	117	*139* r	4	29	125	*108*	9	− 1
1970 July	− 3	2 r	133	*126* r	5	4	103	*104*	—	− 1
August	10	12 r	125	*118* r	11	7	102	*112*	1	3
September	1	9 r	124	*134* r	—	7	104	*106* r	—	—
October	14	12 r	126	*131* r	5	9	123	*110*	1	—
November	22	7 r	113	*126* r	—	3	127	*108*	6	2
December	31	17	110	*158*	− 1	17	127	*107*	2	− 3
3 months ended September 1970	8	23 r	127	*126* r	16	18	103	*107*	1	2
3 months ended December 1970	67	36	117	*139*	4	29	125	*108*	9	− 1
Percentage increase			− *8*	*10*			*21*	*1*		

(†) Durable goods shops, department stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

stood at £845 million, an increase of £58 million (7 per cent) compared with the end of 1969.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in the fourth quarter were 11 per cent more by value than the year earlier, a smaller increase than in the third quarter, but similar to the average for the year as a whole.

Instalment credit sales by department stores in the fourth quarter were 9 per cent up (at current prices) on the same period in 1969; this too was a smaller increase than in the third quarter but marginally more than the overall rise in 1970.

Other instalment credit retailers

The value in the fourth quarter of instalment credit sales by general mail order houses, which account for over three-quarters of the credit business of this group of retailers, was 12 per cent up on the comparable quarter of 1969, similar to the average growth during the whole of 1970. The increase of 11 per cent between 1969 and 1970 was larger than in the previous three years.

The debt outstanding to this group of retailers increased by £7 million between end-September and end-December in seasonally-adjusted terms: the end-year level of £257 million was 11 per cent more than at the end of 1969.

Note:

The end-year revisions have been made to the seasonally-adjusted figures to bring the total of the individual months into line with the corresponding recorded figures for the year. Some adjustment, either upward or downward normally has to be made at the end of the year, because the seasonally-adjusted figures do not as a rule add up precisely to the year's total.

Table 3. Hire purchase and other instalment credit outstanding

£ million, end period

Owed directly to		Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241	239	239	240	240	241	247	249
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28	28	29	28	29	29	29	33
Finance houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815	825	830	841	841	846	846	845
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084	1,092	1,098	1,109	1,110	1,116	1,122	1,127
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220	217	208	207	207	215	231	257
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304	1,309	1,306	1,316	1,317	1,331	1,353	1,384

† Comprising general stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§) (£673)		Durable Goods Shops Total (†) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
1966	124	– 3	93	–17	103	– 1	125	– 6	184	11	93	– 2
1967	128	1	94	2	108	5	119	– 4	195	6	92	– 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	– 1	94	– 7	118	3	117	– 3	219	4	91	– 2
1970	148	9	105	11	127	8	122	4	242	11	91	—
1966 1st quarter	115	2	97	– 9	95	8	96	–12	162	14	71	– 1
2nd quarter	119	—	90	–14	97	1	120	2	176	8	86	– 5
3rd quarter	111	– 6	86	–19	92	– 6	108	– 7	160	8	83	– 5
4th quarter	152	– 7	97	–26	128	– 5	176	– 6	237	6	134	1
1967 1st quarter	108	– 6	81	–17	89	– 6	90	– 6	170	5	69	– 2
2nd quarter	118	– 1	83	– 8	96	– 1	110	– 8	186	6	84	– 3
3rd quarter	116	5	93	7	100	8	103	– 4	167	4	82	– 1
4th quarter	170	12	122	25	148	15	175	– 1	256	8	131	– 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	– 1	175	5	84	2
4th quarter	173	2	113	– 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	–10	87	–22	98	– 7	89	– 7	187	– 1	65	– 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	– 6	107	4	95	– 7	187	7	83	– 1
4th quarter	178	3	113	– 1	156	5	175	1	294	6	131	– 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
2nd quarter	138	7	96	9	118	5	115	2	225	7	88	3
3rd quarter	134	11	103	14	121	13	100	6	206	10	81	– 3
4th quarter	196	10	125	11	170	9	184	5	330	12	127	– 3
1970 July	129	10	103	14	141	21	108	9	182	6	84	6
August	131	13	102	15	105	9	95	7	206	15	80	– 2
September*	139	10	104	13	118	12	98	2	226	10	79	–10
October	186	14	123	14	152	17	140	7	327	15	93	8
November	202	9	127	10	153	5	173	4	357	11	118	– 7
December*	200	9	126	10	197	7	227	5	311	11	162	– 5

(*Continued on page 267*)

Union Discount– a very successful year

Mr. A. J. O. Ritchie's statement at the 1971 Annual General Meeting

THE BOARD

Last year Mr. E. O. Faulkner told Stockholders of his intended resignation owing to the considerable pressure of his other commitments and it was with understanding but great regret that your Board accepted his resignation in April. The present strength and standing of your Company is fitting evidence of the success of Mr. Faulkner's chairmanship and, on behalf of his colleagues on the Board, Stockholders and Staff, I should like, if I may, to express my thanks for the wise and stimulating leadership he gave to your Company, not only during the eleven years he was your Chairman, but during his twenty-one years as a Director.

Your Board did me honour by appointing me to succeed him, and I am delighted to have Lord Remnant as my Deputy Chairman.

Sadly, your Board accepted the resignation, in October, of Mr. D. J. Robarts, whose distinguished service as a Director spanned thirty years during ten of which he was your Deputy Chairman.

We welcomed Mr. J. Burnett-Stuart to the Board in October and two executives of your Company, Mr. R. J. Petherbridge and Mr. P. J. Lee in May and October respectively. I know that your Company will increasingly benefit from the presence of executives on the Board and these two executives have been appointed Managing Directors, with Mr. Goodson, already a member of the Board, as senior Managing Director.

Stockholders will have noticed the appointment recently of several new Managers, all of whom are playing an important and valuable part in your Company's affairs.

I am confident that this new management structure is appropriate for the 1970's and should offer challenging and stimulating opportunities for those who will be running your Company in the years ahead.

THE YEAR'S TRADING

Your Company has had a very successful year's trading during a period of considerable uncertainty, both economic and political, including as it did a general election and a change of Government.

Despite two reductions in Bank Rate in the early part of the year, yields on British Government bonds have followed a hesitant pattern and undoubtedly one of the main causes has been the rate of inflation developing in recent months. This inflationary situation must be an important element in accounting for the relatively high interest rates that still influence the domestic economy at a time when interest rates abroad have shown some substantial reductions.

The total of the Balance Sheet is approximately £442,000,000, an increase of over £70,000,000 compared with the previous year, but this should not mask the fact that during the year the liquidity strains that affected the banking system as a whole also imposed strains on your Company. In addition, the changes in the accounting methods of the Clearing Banks which reduced substantially the money supply available to the Discount Market made it more difficult to ensure an adequate supply of what is the raw material of our business.

AN INCREASED DIVIDEND

In the light of your Company's trading results your Board feels justified in recommending an increase in the final dividend to 11%, making the total for the year 18½% (against a previous 15%). They feel confident that this new annual rate of dividend can be maintained in the future and that, with the strength of the Company assured and with a determined management, Stockholders will increasingly benefit from the Company's progress in the years ahead.

It has been the Board's practice in the past to declare an interim dividend each year at the rate of half the total distribution for the previous year. This year, in the absence of exceptional circumstances, your Board intends to declare an interim dividend in July of 9%. The size of this interim dividend should not necessarily be regarded as an indication of the final dividend which will be recommended in the light of the year's trading as a whole.

Credit restrictions will constitute a considerable constraint on your Company's commercial bill operations and it is hard to see any relaxation in the immediate future. Your Company is well placed to increase its commercial bill business just as soon as the opportunity arises.

TREASURY BILLS

In the last four months of the year the improved supply of Treasury Bills enabled your Company to increase its holdings by £70,000,000 to £178,000,000. Despite being the biggest asset in the Balance Sheet, they are far from being the most profitable investment. The Clearing Banks generally are no longer buyers of this paper and consequently we tend to hold more than previously. Their main virtue lies in their liquidity which is so essential to our whole operation.

BONDS AND STERLING CDs

Your Company's holdings of Bonds were reduced during the year from £138,000,000 to £115,000,000.

There has been an encouraging growth in the stock of Sterling Certificates of Deposit held and your Company intends to increase further its share in this developing market.

ROBERTS UNION POISED FOR EXPANSION

The operations of Roberts Union Company Limited, in which your Company has a 51% interest, continue to develop satisfactorily and profitably. These activities in the parallel money markets complement well those of the traditional Discount Market in which your Company has traded so successfully this year. During the year Roberts Union has become a member of the Foreign Exchange and Currency Deposits Brokers Association, and this will lead to further expansion of their currency operations.

ACHIEVEMENT UNDER DIFFICULTIES

Your Company's achievements this year, despite the problems and uncertainties I have referred to, have been helped in no small measure by the continued support of our banking friends and of our other friends in commerce and industry, and I should like to express my thanks to them.

In conclusion, I should like to express particular thanks to Mr. Goodson and the other Managing Directors, to the Managers and to the Staff for the valuable part that each one of them has played in the achievements of 1970.

CONSOLIDATED BALANCE SHEET 31st DECEMBER, 1970

	£	£
CAPITAL		
ISSUED		7,500,000
RESERVE		4,000,000
		11,500,000
PROFIT AND LOSS ACCOUNT		1,582,141
		13,082,141
CURRENT LIABILITIES		
Loans secured on assets of the Company ..	396,688,121	
Deposits, other liabilities and reserve for contingencies	31,292,603	
Minority interests	61,938	
Proposed final dividend	825,000	
		428,867,662
		£441,949,803

NOTES: (1) There is a contingent liability in respect of Bills re-discounted (excluding Treasury Bills) of £15,745,127 (1969: £8,093,274)
(2) The amount now recoverable in respect of income tax suffered in excess of taxation upon profits to date has been included in Loans and Amounts Receivable.

	£	£
CURRENT ASSETS		
Cash at bankers and in hand		3,859,751
Bills discounted *less* rebate and reserve:		
British Government Treasury Bills	178,609,875	
Commercial and other bills	96,834,521	
		275,444,396
Sterling Negotiable Certificates of Deposit, less reserve		36,670,573
Securities:		
(*a*) Quoted, at less than market value: British Government, Corporation, Local Authority and Commonwealth Government bonds	103,134,888	
(*b*) Unquoted, at less than cost: British Corporation and Local Authority mortgages and bonds	12,523,503	
		115,658,391
Other quoted investments at less than market value		5,083,567
Loans and amounts receivable		5,035,671
		441,752,349
FIXED ASSETS		
Freehold premises, furniture and fittings at cost *less* amounts written off		197,454
		£441,949,803

The Union Discount Company of London Ltd. 39 CORNHILL, LONDON E.C.3.

HIRE PURCHASE, *continued*

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	–17	100	–15	82	–19	95	–19	93	–15	94	–15	92	–15	92	–19	76	–21
1967	94	2	104	4	81	– 1	91	– 4	88	– 5	86	– 8	90	– 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	– 7	107	– 5	78	–10	84	–12	81	–11	79	– 9	82	–12	109	– 4	84	– 7
1970	105	11	119	11	87	11	91	8	92	14	95	21	89	8	119	9	96	14
1966 1st quarter	97	– 9	101	– 9	90	– 9	106	– 7	95	– 2	95	3	96	– 6	97	–14	85	– 9
2nd quarter	90	–14	97	–13	79	–14	96	–14	91	–10	93	–11	89	– 8	88	–17	73	–18
3rd quarter	86	–19	96	–16	73	–23	84	–24	88	–18	90	–17	86	–18	85	–19	66	–24
4th quarter	97	–26	106	–22	86	–30	93	–31	98	–26	98	–28	98	–25	98	–24	81	–30
1967 1st quarter	81	–17	88	–13	71	–21	79	–26	76	–21	73	–23	78	–18	85	–12	70	–18
2nd quarter	83	– 8	93	– 5	69	–12	80	–16	76	–16	74	–20	79	–11	89	1	68	– 6
3rd quarter	93	7	103	8	78	7	89	5	84	– 5	79	–12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	– 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	– 1	79	—	86	– 2	109	8	84	4
4th quarter	113	– 7	123	– 8	101	– 4	109	– 7	101	–13	96	–19	107	– 9	125	– 1	104	– 3
1969 1st quarter	87	–22	95	–21	77	–22	78	–27	71	–26	66	–28	77	–24	102	–18	83	–19
2nd quarter	88	2	102	4	69	– 3	77	—	78	– 3	80	—	75	– 7	99	9	71	– 2
3rd quarter	91	– 6	104	– 5	74	– 6	79	–11	77	– 7	74	– 7	79	– 8	105	– 4	79	– 6
4th quarter	113	– 1	127	3	95	– 7	104	– 5	97	– 4	95	– 1	99	– 8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
2nd quarter	96	9	111	8	76	10	88	15	83	7	86	8	80	6	109	10	82	15
3rd quarter	103	14	118	13	86	16	88	10	91	18	93	25	89	12	118	12	94	19
4th quarter	125	11	143	13	104	10	108	4	116	20	124	30	109	10	138	7	113	8
1970 July	103	14	112	10	94	24	91	14	97	17	96	20	98	15	112	12	90	24
August	102	15	119	17	81	11	91	15	86	20	89	33	83	9	119	12	97	19
September*	104	13	123	13	83	14	83	4	90	20	93	25	87	15	121	10	94	14
October	123	14	139	16	103	16	109	– 4	110	19	111	27	110	13	137	14	105	16
November	127	10	143	12	105	6	120	9	114	19	114	28	115	11	140	4	108	4
December*	126	10	147	11	105	10	98	7	123	21	142	34	104	8	136	3	122	5

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies' durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies' durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	– 5	98	– 2	113	13	106	6	96	– 4
1968	115	3	110	– 5	117	—	117	14	109	4	118	23	95	– 3	110	– 3	127	20	117	22
1969	105	–9	91	–18	101	–14	128	9	77	–29	114	– 4	96	1	105	– 5	107	–16	128	10
1970	123	17	106	16	110	8	148	16	92	19	130	15	115	19	126	20	119	11	195	53
1966 1st quarter	118	– 2	130	–11	115	—	118	6	113	– 9	90	–12	87	30	115	1	116	–11	116	13
2nd quarter	129	– 9	142	–18	138	– 5	125	2	154	–22	133	– 1	105	21	114	– 9	101	–17	101	–12
3rd quarter	89	–21	83	–31	89	–23	89	– 4	92	–36	114	– 4	125	5	90	–17	90	–18	90	–14
4th quarter	64	–32	44	–48	58	–36	69	–25	41	–58	63	–17	83	–17	84	–15	94	–27	93	–16
1967 1st quarter	87	–26	83	–36	81	–30	91	–23	53	–53	80	–11	81	– 7	108	– 6	100	–14	94	–19
2nd quarter	113	–13	106	–25	115	–17	114	– 9	138	–10	114	–14	89	–15	127	12	96	– 5	98	– 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	– 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	– 4	121	5	121	6	126	– 9	140	22	85	– 5	116	– 9	113	19	121	23
3rd quarter	113	–12	108	–22	123	–19	102	1	128	– 5	141	23	104	–14	98	–12	121	21	105	16
4th quarter	101	–14	92	–31	93	–24	112	7	79	–15	79	9	108	7	104	– 2	139	9	119	19
1969 1st quarter	102	–21	92	–34	96	–27	131	– 2	63	–39	92	–17	85	1	101	–17	116	–14	129	7
2nd quarter	114	– 2	103	1	114	– 6	139	15	93	–26	152	8	95	11	104	–10	99	–13	133	10
3rd quarter	106	– 6	95	–12	105	–14	118	16	90	–30	124	–12	103	– 1	108	10	98	–19	123	17
4th quarter	96	– 5	72	–21	89	– 4	124	10	64	–19	87	9	103	– 5	106	1	116	–16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
2nd quarter	135	18	119	16	122	7	169	21	109	17	165	9	109	15	141	35	109	10	199	50
3rd quarter	127	20	111	17	115	9	141	20	105	17	160	29	124	20	119	11	116	19	224	81
4th quarter	117	22	93	28	100	12	140	13	85	33	98	12	134	31	126	19	137	18	203	62
1970 July	133	22	96	27	122	8	153	24	114	24	180	33	115	17	137	13	112	9	247	85
August	125	14	132	7	108	5	133	13	99	3	142	41	129	25	107	3	113	22	218	68
September	124	25	106	23	114	15	137	21	103	27	158	17	128	19	114	16	123	26	205	93
October	126	15	100	13	114	7	151	9	101	17	132	2	134	9	132	13	130	13	207	73
November	113	22	93	28	96	12	139	18	81	31	83	17	117	33	125	19	131	13	194	63
December	110	30	85	50	90	20	130	13	73	68	78	31	153	56	120	27	149	28	209	51

(†) Includes pedal cycle and some mopeds; mopeds are generally classified with motor-cycles but some returns do not distinguish mopeds from pedal cycles.

Industrial countries' trade and production in the third quarter of 1970

THE RATE of increase in industrial countries' total exports and imports slowed markedly in the third quarter of 1970, after very strong growth in 1969 and the first half of last year. Exports of manufactures by the main manufacturing countries showed only a modest increase. Industrial production remained unchanged at the level of the first half of 1970.

Total exports

The seasonally adjusted dollar value of exports from the industrial countries increased by only ½ per cent in the third quarter of 1970. Industrial countries' intra-trade rose only a little, and there was a decline in their exports to primary producers (Table 1). The overall level of trade in the third quarter was affected by the United Kingdom dock strikes, but it is clear that, even allowing approximately for this distorting influence, the rate of expansion of industrial countries' total exports was substantially slower than in the first half of the year; probably no more than at an annual rate of 5 or 6 per cent, compared with some 18 per cent per annum in the first half of 1970. Incomplete figures for the fourth quarter suggest that the year-on-year rate of increase in 1970 may prove to have been a little lower than the exceptionally sharp increase of 15½ per cent recorded in 1969.

Among the principal industrial countries shown in Table 2, exports from Italy and Japan showed the largest increases in the third quarter, both 3½ per cent. Those from the German Federal Republic and Canada rose by 1½-2 per cent. On the other hand United States exports, which had risen sharply in the second quarter, declined by 1½ per cent. United Kingdom exports also declined but, with the recovery from the effects of the dock strikes, showed a marked increase in the fourth quarter.

Exports of manufactured goods

Exports of manufactured goods by the 11 main manufacturing countries are provisionally estimated to have increased, in seasonally adjusted terms, by only 1 per cent in the third quarter. Even allowing for the United Kingdom dock strikes, the rate of growth was clearly slower than in the first half year; probably little more than 1½ per cent compared with an average of about 4 per cent during the preceding period. While no official seasonally adjusted series are available for most of the individual countries in Table 4, it appears that exports from Japan, the German Federal Republic, France and the Netherlands increased in the third quarter, but that those of most other countries showed little change or declined.

On the basis of these provisional figures, the United Kingdom's share of the 11 countries' exports of manufactures appears to have fallen since the beginning of the year, mainly in the second quarter. The extent of the real fall, if any, since then is not clear. The low third quarter's figure was affected by the dock strikes. However, with the strong recovery in United Kingdom exports in the fourth quarter there is likely to have been a recovery in the share estimate.

Total imports

The seasonally adjusted value of the industrial countries' total imports increased by 1½ per cent in the third quarter. Imports from primary producers continued to expand strongly and were 3 per cent greater than in the second quarter. On the other hand, there was a sharp deceleration in the rate of increase in industrial countries' intra-trade (Table 1), which was only 1 per cent above the previous quarter's level; a rate of growth less than a quarter of that recorded in the first half year. Of the countries shown in Table 3, imports into Japan rose by 11½ per cent, while those into France and Italy advanced by 5½ per cent and 4½ per cent respectively. However, United States imports showed little expansion, and German imports declined, as did those of the United Kingdom, which recovered again in the fourth quarter.

Primary producers and world trade

Primary producers' trade figures are in general less up to date than those of the industrial countries. Provisional details in Table 5 for the first half of 1970 indicate that the value of primary producers' exports grew at an annual rate of only about 2 per cent, as compared with 10 per cent in 1969. As industrial countries' exports increased more rapidly than in the previous year, the value of world trade as a whole (excluding exports by the Sino-Soviet bloc) is estimated to have grown at much the same rate as in 1969 – that is, in annual terms, at some 15 per cent.

Industrial production

The index of industrial production in industrial countries in the third quarter of 1970 remained unchanged from the two previous quarters (Table 6). Increases in the United Kingdom and Japan were offset by a fall in output in the German Federal Republic and a further slight decline in production in the United States.

Table 1. Industrial countries' trade

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) to			Imports (c.i.f.)‡ from		
	World	Industrial countries (†)	Primary producers (†)	World	Industrial countries	Primary producers
1965	30·57	21·29	8·96	31·55	21·94	9·59
1966	33·82	23·83	9·79	35·06	24·59	10·45
1967	35·65	25·25	10·27	36·96	26·07	10·87
1968	40·19	28·78	11·30	41·54	29·59	11·93
1969	46·45	33·74	12·60	48·01	34·67	13·32
1966 1st quarter	32·57	23·14	9·22	34·33	24·05	10·21
2nd quarter	33·50	23·72	9·52	34·56	24·28	10·36
3rd quarter	34·29	24·08	10·04	35·69	24·93	10·74
4th quarter	35·01	24·45	10·36	35·96	25·39	10·63
1967 1st quarter	35·66	25·01	10·52	36·58	25·79	10·76
2nd quarter	35·64	25·09	10·46	36·40	25·84	10·54
3rd quarter	35·50	25·12	10·25	36·74	25·92	10·83
4th quarter	36·04	25·98	9·89	38·32	26·89	11·42
1968 1st quarter	38·11	27·25	10·74	39·59	28·11	11·35
2nd quarter	38·41	27·40	10·97	39·86	28·26	11·66
3rd quarter	41·50	29·66	11·72	42·54	30·25	12·32
4th quarter	42·32	30·47	11·65	43·83	31·47	12·35
1969 1st quarter	42·36	31·04	11·21	44·15	31·48	12·52
2nd quarter	46·79	33·80	13·02	48·21	35·06	13·24
3rd quarter	47·53	34·21	13·06	48·92	35·24	13·72
4th quarter	48·92	35·66	13·08	50·56	36·66	13·92
1970 1st quarter	51·55	37·47	13·93	52·87	38·51	14·27
2nd quarter	53·78	39·18	14·62	54·92	40·22	14·74
3rd quarter	54·11	39·44	14·49	55·82	40·59	15·20

(†) Excluding United States special category exports (see definitions)
(‡) Imports into Canada and the United States are valued f.o.b.
Source: OECD

Definitions

In this article, the *industrial countries* comprise all members of OECD. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, Cuba, the People's Republic of China, North Korea and North Vietnam are excluded as reporting countries but are included as markets for exports and as suppliers of imports. *Manufactured goods* are the products included in Section 5 to 8 of the United Nations' Standard International Trade Classification. In 1969 the 11 *main manufacturing countries* shown in Table 4 exported 94 per cent of all exports of manufactures from the industrial countries. As indicated in the footnotes, some of the export series in Tables 1 and 4 exclude *United States 'special category' exports*. These are a class of exports, consisting mainly of military equipment, for which no detailed information on destination is made available by the United States authorities.

Table 2. Exports from industrial countries

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (f.o.b.)

	Total	Canada	United States	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1965	30·57	2·03	6·83	2·11	19·60	3·43	3·56	11·98	2·51	4·47	1·80
1966	33·82	2·39	7·58	2·45	21·41	3·68	3·82	13·16	2·73	5·03	2·01
1967	35·65	2·64	7·88	2·61	22·52	3·61	4·06	14·04	2·85	5·43	2·18
1968	40·19	3·14	8·60	3·24	25·21	3·86	4·46	16·06	3·18	6·21	2·55
1969	46·45	3·44	9·50	4·00	29·51	4·40	5·18	18·96	3·76	7·26	2·93
1970						4·84 p					
1966 1st quarter	32·57	2·30	7·37	2·33	20·56	3·58	3·75	12·56	2·65	4·78	1·92
2nd quarter	33·50	2·28	7·55	2·38	21·29	3·51	3·81	13·21	2·76	4·98	2·02
3rd quarter	34·29	2·48	7·65	2·45	21·71	3·73	3·81	13·40	2·77	5·15	2·02
4th quarter	35·01	2·51	7·76	2·59	22·16	3·90	3·95	13·55	2·75	5·23	2·09
1967 1st quarter	35·66	2·65	7·91	2·54	22·56	3·87	3·99	13·87	2·78	5·35	2·18
2nd quarter	35·64	2·64	7·87	2·59	22·54	3·77	4·11	13·52	2·81	5·45	2·14
3rd quarter	35·50	2·54	7·91	2·69	22·35	3·68	3·96	13·83	2·84	5·38	2·12
4th quarter	36·04	2·75	7·90	2·65	22·75	3·11	4·16	14·64	2·98	5·60	2·28
1968 1st quarter	38·11	3·04	8·12	2·87	24·08	3·71	4·28	15·26	3·16	5·80	2·38
2nd quarter	38·41	3·09	8·45	3·23	23·65	3·68	4·35	14·85	2·60	5·81	2·48
3rd quarter	41·50	3·11	9·07	3·30	26·02	3·99	4·54	16·66	3·51	6·38	2·54
4th quarter	42·32	3·28	8·68	3·50	26·86	4·07	4·64	17·30	3·43	6·77	2·75
1969 1st quarter	42·36	3·47	7·76	3·73	27·40	4·07	4·99	17·50	3·59	6·43	2·87
2nd quarter	46·79	3·37	10·04	3·95	29·45	4·29	5·11	19·07	3·82	7·27	3·09
3rd quarter	47·53	3·38	10·04	4·13	29·97	4·59	5·20	19·13	3·63	7·36	3·01
4th quarter	48·92	3·58	10·16	4·18	31·00	4·67	5·40	19·98	3·90	7·95	2·77
1970 1st quarter	51·55	3·94	10·48	4·61	32·53	4·73	5·71	20·99	4·28	8·08	3·08
2nd quarter	53·78	4·00	11·06	4·75	33·98	4·78	5·92	22·04	4·46	8·50	3·31
3rd quarter	54·11	4·06	10·91	4·91	34·23	4·57	5·97	22·45	4·47	8·69	3·43
4th quarter						5·26 p					

Sources: United Kingdom: DTI
Other countries: OECD

Table 3. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (c.i.f.)

	Total	Canada (†)	United States (†)	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1965	31·55	2·00	5·32	2·04	22·19	4·03	4·43	12·25	2·59	4·37	1·84
1966	35·06	2·28	6·71	2·38	24·01	4·16	4·75	13·42	2·97	4·51	2·15
1967	36·96	2·56	6·71	2·92	24·77	4·43	4·93	13·77	3·10	4·34	2·46
1968	41·54	2·86	8·28	3·25	27·15	4·74	5·17	15·50	3·50	5·04	2·56
1969	48·01	3·29	9·01	3·76	31·95	4·99	6·00	18·94	4·35	6·23	3·11
1970						5·44 p					
1966 1st quarter	34·33	2·22	6·01	2·24	23·87	4·27	4·64	13·22	2·84	4·60	2·07
2nd quarter	34·56	2·21	6·25	2·31	23·79	4·13	4·67	13·33	2·93	4·54	2·08
3rd quarter	35·69	2·27	6·68	2·43	24·32	4·31	4·77	13·56	3·04	4·45	2·19
4th quarter	35·96	2·44	6·67	2·56	24·29	3·95	5·00	13·65	3·11	4·47	2·26
1967 1st quarter	36·58	2·49	6·69	2·73	24·66	4·42	4·98	13·60	3·19	4·25	2·36
2nd quarter	36·40	2·54	6·50	2·87	24·49	4·45	4·93	13·43	2·97	4·23	2·36
3rd quarter	36·74	2·57	6·62	2·95	24·60	4·36	5·00	13·58	3·09	4·27	2·45
4th quarter	38·32	2·50	7·12	3·14	25·56	4·47	4·94	14·55	3·19	4·61	2·67
1968 1st quarter	39·59	2·80	7·85	3·11	25·82	4·66	4·99	14·54	3·29	4·75	2·25
2nd quarter	39·86	2·75	8·12	3·12	25·87	4·62	5·05	14·48	2·96	4·83	2·55
3rd quarter	42·54	2·79	8·53	3·31	27·91	4·80	5·23	16·10	3·78	5·19	2·67
4th quarter	43·83	3·08	8·48	3·43	28·85	4·88	5·34	16·65	3·97	5·33	2·77
1969 1st quarter	44·15	3·27	7·66	3·45	29·78	4·88	5·49	17·48	4·06	5·79	2·84
2nd quarter	48·21	3·28	9·64	3·46	31·82	5·04	5·85	18·93	4·45	6·13	3·10
3rd quarter	48·92	3·24	9·33	4·04	32·30	5·01	6·08	19·19	4·40	6·20	3·23
4th quarter	50·56	3·36	9·38	4·10	33·73	5·05	6·51	19·99	4·36	6·77	3·29
1970 1st quarter	52·87	3·33	9·72	4·44	35·39	5·17	6·93	21·00	4·48	7·32	3·42
2nd quarter	54·92	3·36	9·92	4·51	37·14	5·49	7·27	22·00	4·71	7·42	3·75
3rd quarter	55·82	3·46	9·98	5·03	37·36	5·32	7·30	22·48	4·98	7·34	3·92
4th quarter						5·75 p					

(†) Canadian and United States imports are valued f.o.b.
Sources: United Kingdom: DTI
Other countries: OECD

(*Continued on next page*)

INDUSTRIAL COUNTRIES TRADE AND PRODUCTION, *continued*

Table 4. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages — US $ thousand million (f.o.b.)

	Total (†) (seasonally adjusted)	United Kingdom (seasonally adjusted)	Canada	United States (†)	Japan	Sweden	Switzerland	Belgium-Luxembourg	France	German Federal Republic	Italy	Netherlands
1965	20·75	2·87	0·95	4·21	1·94	0·69	0·67	1·30	1·83	3·98	1·40	0·91
1966	23·23	3·07	1·20	4·69	2·26	0·76	0·75	1·40	1·99	4·50	1·60	1·00
1967	24·86	3·03	1·47	5·07	2·45	0·83	0·80	1·44	2·11	4·87	1·75	1·06
1968	28·62	3·25	1·83	5·78	3·05	0·91	0·90	1·67	2·35	5·57	2·10	1·22
1969	33·52	3·75	2·12	6·47	3·74	1·07	1·05	2·07	2·76	6·56	2·44	1·49
1970		4·08 p										
1966 1st quarter	22·19	2·97	1·08	4·55	1·93	0·73	0·69	1·36	1·93	4·22	1·50	0·94
2nd quarter	22·59	2·90	1·18	4·79	2·17	0·78	0·74	1·40	2·10	4·38	1·65	1·03
3rd quarter	23·63	3·15	1·15	4·45	2·35	0·66	0·72	1·28	1·82	4·45	1·57	0·98
4th quarter	24·51	3·27	1·40	4·95	2·60	0·88	0·83	1·57	2·11	4·96	1·69	1·05
1967 1st quarter	24·54	3·24	1·38	5·10	2·13	0·78	0·74	1·47	2·08	4·66	1·73	1·05
2nd quarter	25·03	3·15	1·53	5·34	2·39	0·92	0·79	1·46	2·18	4·91	1·77	1·08
3rd quarter	24·79	3·10	1·34	4·73	2·58	0·70	0·74	1·22	1·90	4·62	1·66	1·03
4th quarter	25·08	2·62	1·64	5·14	2·70	0·93	0·90	1·59	2·28	5·29	1·82	1·09
1968 1st quarter	26·90	3·15	1·73	5·32	2·43	0·86	0·82	1·65	2·42	5·21	1·97	1·17
2nd quarter	27·00	3·09	1·88	5·99	2·99	0·89	0·86	1·64	1·95	5·09	2·05	1·16
3rd quarter	29·83	3·33	1·69	5·75	3·19	0·88	0·88	1·57	2·35	5·51	2·04	1·21
4th quarter	30·76	3·42	2·03	6·04	3·57	1·01	1·04	1·85	2·67	6·46	2·33	1·35
1969 1st quarter	30·26	3·45	2·00	5·59	3·16	1·00	0·94	1·91	2·64	5·76	2·38	1·35
2nd quarter	33·20	3·65	2·18	6·96	3·60	1·08	1·02	2·05	2·87	6·43	2·61	1·47
3rd quarter	34·88	3·94	2·09	6·36	3·95	0·97	1·02	1·94	2·45	6·41	2·48	1·48
4th quarter	35·73	3·97	2·23	6·97	4·26	1·23	1·22	2·38	3·06	7·62	2·31	1·64
1970 1st quarter	36·27	4·02	2·35	7·14	3·88	1·20	1·04	2·27	3·13	7·04	2·53	1·56
2nd quarter	38·69 p	4·07	2·69 p	7·75	4·37	1·32	1·16	2·53 p	3·51	7·62	2·86	1·66
3rd quarter	39·10 p	3·84	2·20 p	6·76	4·71	1·20	1·09 p	2·17 p	3·07	7·52	2·77 p	1·70
4th quarter		4·41 p										

(†) Excluding United States special category exports (see definitions)
Sources: United Kingdom and Total: DTI
Other countries: OECD

Table 5. World Trade

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) from			*volume of world exports 1963 = 100*	Imports (c.i.f.) † into		
	World	Industrial countries	Primary producers		World	Industrial countries	Primary producers
1965	41·20	30·57	10·63	*118*	43·12	31·55	11·57
1966	45·20	33·82	11·38	*127*	47·27	35·06	12·21
1967	47·48	35·65	11·83	*134*	49·75	36·96	12·79
1968	53·02	40·19	12·82	*151*	55·31	41·54	13·77
1969	60·54	46·45	14·09	*166*	62·67	48·01	14·66
1966 1st quarter	43·83	32·57	11·26	*124*	46·22	34·33	11·89
2nd quarter	44·91	35·50	11·41	*125*	46·40	34·56	11·84
3rd quarter	45·76	34·29	11·47	*128*	48·12	35·69	12·43
4th quarter	46·38	35·01	11·37	*130*	48·64	35·96	12·60
1967 1st quarter	47·33	35·66	11·67	*132*	49·40	36·58	12·82
2nd quarter	47·27	35·64	11·63	*133*	49·42	36·40	13·02
3rd quarter	47·38	35·50	11·88	*133*	49·36	36·74	12·62
4th quarter	48·18	36·04	12·14	*136*	51·01	38·32	12·69
1968 1st quarter	50·46	38·11	12·35	*144*	52·98	39·59	13·39
2nd quarter	51·03	38·41	12·62	*145*	53·34	39·86	13·48
3rd quarter	54·50	41·50	13·00	*154*	56·41	42·54	13·87
4th quarter	55·63	42·32	13·31	*159*	58·17	43·83	14·34
1969 1st quarter	55·74	42·36	13·38	*154*	58·06	44·15	13·91
2nd quarter	60·69	46·79	13·90	*167*	62·64	48·21	14·43
3rd quarter	62·18	47·53	14·65	*170*	64·19	48·92	15·27
4th quarter	63·36	48·92	14·44	*170*	65·56	50·56	15·00
1970 1st quarter	66·17 p	51·55	14·62 p	*175 p*	68·05 p	52·87	15·16 p
2nd quarter	68·53 p	53·78	14·75 p	*181 p*	70·47 p	54·92	15·55 p
3rd quarter		54·11				55·82	

(†) Imports into Canada and the United States are valued f.o.b.
Sources: Industrial countries: OECD
Primary producers: International Monetary Fund (seasonally adjusted by DTI)
Volume Index: United Nations (seasonally adjusted by DTI)

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Table 6. Index numbers of industrial production

Seasonally adjusted

1963 = 100

	Industrial countries	Canada	United States	Japan	European OECD	United Kingdom	Sweden	EEC	France	German Federal Republic	Italy
Weights	100·0	3·5	51·0	5·7	39·8	8·6	1·6	25·0	7·8	10·6	4·0
1964	108	110	106	116	107	108	110	107	108	108	101
1965	115	119	115	120	112	111	119	111	109	114	106
1966	123	128	126	136	118	113	124	117	117	116	118
1967	126	130	127	162	119	113	127	119	120	114	128
1968	135	137	133	190	128	119	134	129	126	128	136
1969	145	144	139	222	148	123	145	143	142	144	140
1966 1st quarter	121	127	123	126	117	114	123	116	114	118	114
2nd quarter	122	128	125	132	117	113	123	117	116	118	116
3rd quarter	124	128	127	139	118	114	123	118	119	116	121
4th quarter	125	129	128	146	117	111	125	117	119	114	121
1967 1st quarter	124	129	127	151	117	111	127	117	119	112	126
2nd quarter	124	130	126	157	118	112	128	116	118	111	128
3rd quarter	126	131	127	166	119	112	127	119	120	114	127
4th quarter	129	132	129	174	123	115	130	123	123	120	131
1968 1st quarter	131	133	130	177	124	117	129	125	127	120	133
2nd quarter	132	136	132	187	123	118	134	122	108	127	135
3rd quarter	136	138	133	194	130	120	138	131	132	129	136
4th quarter	139	142	135	203	135	122	141	137	138	135	141
1969 1st quarter	141	145	137	205	137	122	143	140	139	140	143
2nd quarter	144	144	139	218	140	123	147	144	142	144	145
3rd quarter	146	143	140	227	142	124	148	144	144	144	143
4th quarter	146	146	138	238	143	125	154	146	144	150	131
1970 1st quarter	148	149	137	245	148	125	155	152	150	153	151
2nd quarter	148	147	136	258	148	124	160	152	149	154	149
3rd quarter	148	146	135	264	148	129	156	151	150	151	148

Source: OECD

Industrial building in the fourth quarter and year 1970

THE TABLES below give the floor area approved by the issue of industrial development certificates (idcs) in the fourth quarter and year 1970, compared with earlier periods. The idc exemption limit was raised from 5,000 to 10,000 square feet on December 15, 1970, except in the South East, East Anglia, East and West Midland regions where it was raised from 3,00 to 5,000 square feet. In order that comparison may be made between various parts of the country on a uniform basis the larger table excludes cases below 10,000 square feet in all periods and all regions. The smaller table summarises the cases excluded from the larger table.

The larger table shows that total floor area approved in 1970 was 88.5 million square feet, a decline of 14 per cent compared with 1969, when the total was 102.9 million square feet. Approvals in the development areas, as designated in August 1966 under the

(*Continued on next page*)

Industrial development certificates approved

(Cases of under 10,000 square feet)

Million square feet

	Under 5,000 square feet (0-4)			5 and under 10,000 square feet (5 – 9)		
	South-East, East Anglia, East and West Midlands	Rest of Great Britain	Total Great Britain	South East, East Anglia, East and West Midlands	Rest of Great Britain	Total Great Britain
1967	2·7	0·6	3·3	6·6	4·5	11·1
1968	3·3	0·6	3·9	7·9	5·3	13·2
1969	3·6	0·7	4·2	8·3	5·5	13·8
1970	3·3	0·5	3·8	7·7	4·9	12·6

Note: Differences due to rounding

Industrial development certificates approved

(Excluding cases of under 10,000 square feet)

Million square feet

	Great Britain					North	Yorkshire and Humberside	East Midlands	East Anglia	South East	South West	West Midlands	North West	Wales	Scotland
	Total	Development Areas (†)		Intermediate Areas (‡)		Rest									
1967	76·6	26·9	35	4·7	6	45·0	7·0	7·5	5·6	3·2	17·8	5·4	5·6	9·6	5·1	9·7
1968	97·9	35·8	37	5·8	6	56·4	11·4	7·6	6·2	4·1	18·1	5·3	9·9	16·0	8·2	11·3
1969	102·9	30·6	30	7·0	7	65·2	9·2	13·8	5·7	5·8	22·8	5·8	8·6	15·1	7·6	8·6
1970	88·5	29·9	34	8·2	9	50·4	7·8	7·4	5·7	2·7	19·3	5·2	7·7	14·3	8·0	10·3
1967 1st quarter	24·1	9·3	38	1·8	8	13·0	2·4	3·1	1·4	0·6	4·6	1·6	1·7	3·1	1·5	4·0
2nd quarter	18·5	6·4	34	1·1	6	11·1	1·3	1·8	0·8	0·7	4·6	1·4	1·5	2·5	1·4	2·7
3rd quarter	18·3	5·5	30	0·7	4	12·0	0·8	1·5	2·0	0·8	5·1	1·3	1·4	2·6	1·1	1·7
4th quater	15·6	5·8	37	1·1	7	8·8	2·5	1·2	1·4	1·0	3·6	1·1	1·0	1·5	1·1	1·4
1968 1st quarter	21·6	8·4	39	1·3	6	11·9	2·5	1·6	1·4	1·4	3·3	1·3	1·4	3·4	1·6	3·7
2nd quarter	23·9	7·6	32	1·4	6	14·9	3·2	2·6	1·1	0·8	4·6	1·7	3·5	3·0	1·1	2·3
3rd quarter	28·2	12·1	43	1·5	5	14·6	4·2	1·9	1·4	1·1	5·7	1·3	2·4	4·6	2·9	2·7
4th quarter	24·3	7·7	32	1·6	6	15·0	1·4	1·5	2·2	0·8	4·5	1·1	2·6	4·9	2·6	2·6
1969 1st quarter	29·6	8·8	30	1·6	5	19·2	2·4	3·1	1·9	1·8	7·4	2·0	2·2	4·2	2·2	2·4
2nd quarter	26·7	9·3	35	1·6	6	15·7	3·7	1·8	1·5	1·6	5·9	1·5	2·2	4·7	1·9	1·8
3rd quarter	22·7	6·3	28	1·6	7	14·8	1·8	3·2	1·2	1·2	5·0	1·3	2·2	2·9	2·1	2·0
4th quarter	23·9	6·2	26	2·2	9	15·5	1·3	5·8	1·1	1·1	4·5	1·0	2·0	3·4	1·4	2·3
1970 1st quarter	22·6	6·6	29	2·5	11	13·5	1·7	1·7	1·3	0·6	5·1	1·1	2·5	5·1	1·9	1·6
2nd quarter	23·6	9·2	39	1·4	6	13·0	3·5	1·6	2·0	0·8	4·9	1·4	1·6	2·9	2·7	2·2
3rd quarter	21·8	7·2	33	2·4	11	12·2	1·5	1·6	1·2	0·7	5·1	1·4	2·2	3·3	1·5	3·4
4th quarter	20·4	6·9	34	1·8	9	11·7	1·1	2·5	1·2	0·5	4·2	1·3	1·5	3·0	2·0	3·1

Notes

The figures relate to schemes, 10,000 square feet and over, for both manufacturing and non-manufacturing industry approved during the periods stated. New buildings, extensions to existing premises and existing buildings turned to industrial use are included

(†) The figures in this column are Development Area approvals as percentages of Great Britain totals. The places designated as Development Areas under the Industrial Development Act 1966 are the whole of the North Region, most of Scotland and Wales, and parts of the North West and South West Regions

(‡) The figures in this column are Intermediate Area approvals as percentages of Great Britain totals. The places designated as Intermediate Areas under the Local Employment Act 1970 cover broadly, the Yorkshire Coalfield, North Humberside, North East Lancashire, parts of the Notts Derby Coalfield, parts of South East Wales, Plymouth and Leith.

Percentages are calculated from figures expressed in thousands of square feet. All floor area figures are derived from records in which each case is rounded to the nearest thousand square feet.

INDUSTRIAL BUILDING, *continued*

Industrial Development Act, were much the same in 1970 at 29.9 million square feet, as in 1969 when the total was 30.6 million square feet. Approvals in the intermediate areas, designated in March 1970 but where industrial development certificates have been freely available since mid-1969, rose further in 1970 to 8.2 million square feet, compared with 7.0 million square feet in 1969.

Tables previously published in the form of the main table, when the exemption limit was 5,000 square feet (except in the South East and Midlands), excluded cases below 5,000 square feet in the latter areas (see for example *Trade and Industry* October 28 1970, where figures for the third quarer 1970 and earlier periods were shown on that basis). The exclusion of cases below 10,000 square feet in the main table now published has resulted in the omission of about one-eighth of the floor space covered by the tables previously published. The proportion excluded in development areas was rather less than in the rest of the country, reflecting the fact that approvals below 10,000 square feet are a smaller proportion of the total floor space approved in those areas than in the rest of the country. One effect of this is that the percentage of total approvals falling in development areas for schemes of 10,000 square feet and above shown in the main table now published are a little higher than those shown in previously published tables, where 5,000 square feet was the exclusive limit. For example, the proportions for development area approvals shown in earlier tables, 34 per cent for 1968 and 28 per cent in 1969, become 37 and 30 per cent when schemes under 10,000 square feet are excluded. For intermediate areas the proportions are little affected, their percentage of approvals being 6 per cent in 1968 and 7 per cent in 1969 on both bases. For the year 1970, excluding cases of less than 10,000 square feet, the proportion of approvals going to development areas recovered, compared with 30 per cent in 1969, to 34 per cent, while the intermediate area proportion rose further from 7 per cent to 9 per cent.

The comparability of the figures for the year 1970 with those for earlier years shown in the smaller table, which summarizes approvals of under 10,000 square feet, was slightly affected by the raising of the exemption limits in December 1970.

Over 4½ million foreign visitors to Britain in 1970

THE TOTAL of foreign visitors for 1970 exceeded 4½ million. Nearly 700,000 more foreigners came to Britain than in 1969, an increase of 18 per cent.

It is estimated that all visitors from overseas in 1970 (including Commonwealth citizens and visitors from the Irish Republic) numbered approximately 6.8 million, compared with 5.8 million in 1969.

Table 1

Nationals of	Number of foreign visitors in 1970	Percentage increase over 1969
	(Thousands)	
France	731	*11·6*
West Germany	517	*22·0*
Netherlands	353	*19·8*
Belgium and Luxembourg	230	*15·6*
Scandinavia and Finland	303	*12·1*
Other Western Europe	518	*18·7*
Total Western Europe	2,653	*16·3*
United States	1,400	*22·2*
Japan	83	*39·6*
Latin America	115	*23·5*
South Africa	72	*21·6*
Other foreign countries*	218	*4·8*
All foreign countries	4,540	*18·1*

* Excluding Commonwealth countries and the Irish Republic

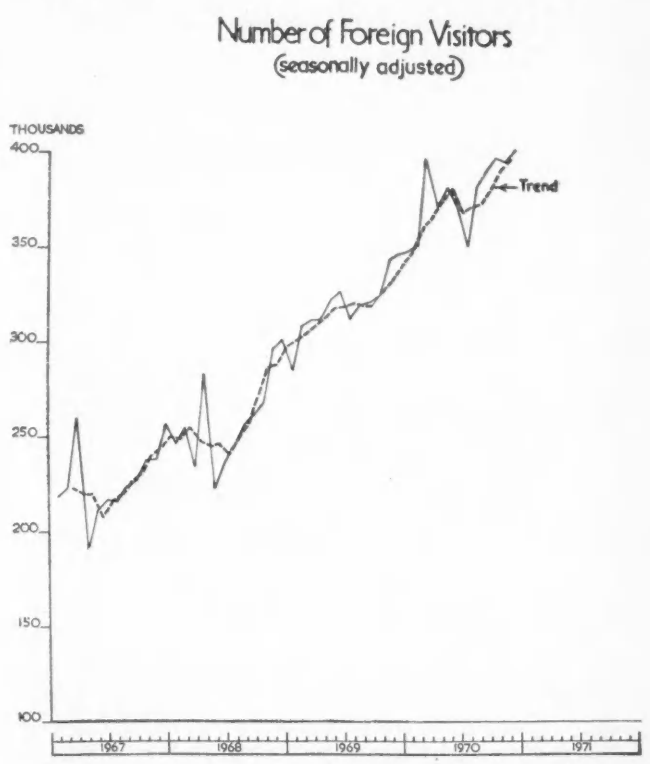
Table 2
Number of foreign visitors

(Thousands per month)

	Total	Western Europe	United States
	Unadjusted	Seasonally adjusted	
1964	160	95	49
1965	180	108	56
1966	207	123	63
1967	227	134	70
1968	259	157	73
1969	320	190	95
1970 Year	378	221	117
January	149	349 200	108
February	147	351 201	109
March	296	396 228	125
April	312	372 227	105
May	415	382 238	107
June	509	372 223	112
July	822	351 200	113
August	681	383 220	123
September	447	391 226	122
October	315	398 240	117
November	213	395 233	122
December	235	401 234	121

The figures are based on Home Office records, and are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than United States citizens) arriving from the Irish Republic.

In December there were 235,000 foreign visitors which, after allowing for seasonal factors, is equivalent to 401,000 in an average month. This is the first time that the seasonally adjusted figure has exceeded 400,000, which corresponds to an annual rate of 4.8 million. This record figure, following on almost equally high figures for the previous three months, indicates that the underlying growth in foreign visitor arrivals is being sustained (see chart).



Visitors from Japan in 1970 were 39.6 per cent greater than in 1969. Increases of over 20 per cent were recorded for the United States, Latin America, West Germany, and South Africa. There were rather smaller increases in numbers of visitors from France and the Scandinavian countries – though they were small only in relation to the very high average increase.

Figures for some of the main countries and areas are set out in the tables on this page.

Nationality of vessels in the sea-borne trade of the United Kingdom in 1969

THE PROPORTION of United Kingdom trade by sea carried in United Kingdom registered ships increased in 1969 after having fallen for several years previously. There was a sharp rise in the United Kingdom share of tanker cargoes, but a drop in the corresponding proportion for dry cargoes. These changes were the reverse of those which occurred in 1968 when the British share of dry cargoes improved and that for tanker cargoes fell.

United Kingdom sea-borne trade

Proportion of cargoes carried by United Kingdom ships in terms of ton-miles.

	1965	1966	1967	1968	1969	Ton-mileage in 1969
	Percentages					Th. mn. ton-miles
DRY CARGO Total	61	57	55	58	55	308·9
Identified bulk cargoes	50	46	43	50 48 (†)	46 (†)	132·4 (†)
Other dry cargoes	69	65	61	63 65 (†)	62 (†)	176·5 (†)
TANKER CARGO	36	28	29	22	29	771·2
ALL CARGOES	47	40	39	33	37	1,080·0

(†) Revised basis.

It will be seen from the above table that in terms of ton-miles, generally considered the more useful unit for shipping purposes, the United Kingdom proportion was 55 per cent for dry cargoes, 29 per cent for tanker cargoes and 37 per cent for both together. The corresponding proportions by weight and value are shown in Table 1.

The improvement in the proportion of tanker cargoes carried was a substantial one, taking the proportion back to its 1967 level. In the dry cargo trades, the United Kingdom shares of both bulk and other cargoes fell back roughly to the level of 1967.

Tanker cargoes

The rise in the United Kingdom share of tanker cargoes reflected the increased carrying capacity of the United Kingdom tanker fleet and its greater concentration in the Persion Gulf – United Kingdom trade. It also probably implied that a lesser proportion of the United Kingdom ships were employed in the cross trades.

Total tanker imports increased by over 9 million tons in 1969 and practically the whole of this increase was drawn from the Persian Gulf. As a result the average length of tanker hauls by all flags went up from 6,200 nautical miles in 1968 to 6,620 in 1969. The corresponding averages for British tankers were 5,750 and 7,040 nautical miles. Particulars of average lengths of haul in 1969 are shown in Table 7.

The increased share of tanker cargoes carried in United Kingdom ships was almost entirely of imports from the Persian Gulf, particularly Kuwait. On the other hand United Kingdom ships carried a smaller proportion of imports from Libya, Venezuela and the West Indies. There was no change in the less important export trade to Europe.

Dry cargoes in bulk

The fall in the United Kingdom share of bulk cargoes in 1969 was associated with an increase in the ton-mileage for bulk commodities in a year when there was no increase in the carrying capacity of the United Kingdom tramp and bulk carrier fleet.

United Kingdom ships carried a smaller proportion of most of the imported bulk commodities. Imports of iron ore from North America and Western Europe and unmilled cereals from North America and Australia were especially affected.

The fall in the United Kingdom share was wholly in respect of imports of bulk commodities, which was partially offset by a significant rise in the less important export side. This improvement came about because the volume of cargoes in which the British share is usually small, viz. clay and unmilled cereals, did not increase while the volume of those bulk cargoes in which the British share is usually larger rose substantially. There was an especially large increase in exports of sand, gravel and ballast, which were less than one million tons in 1968 and in excess of three million tons in 1969.

Details of the coverage of bulk cargoes, which was revised in 1968, are given in the note to Table 1.

Other dry cargoes

The United Kingdom share of dry cargoes other than bulk, mostly carried by liners, was marginally higher by weight in 1969, but lower in terms of ton-miles. One of the principal reasons for this fall was a drop in the British proportion in the Australian trade.

There was relatively little change on the import side, either in tonnage or ton-mileage terms, though there were variations in certain areas. The United Kingdom share of imports from Australia decreased and that of imports from the Indian Ocean increased.

On the export side, there was a more marked fall in the United Kingdom ships proportion of ton-mileage because their share of the long haul trades dropped, particularly of those to Australia, New Zealand and South America. Their share in the export trades to North America and Western Europe improved.

(*Continued on next page*)

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SEA-BORNE TRADE OF UNITED KINGDOM, *continued*

Trade carried under other flags

The proportions by weight and value of United Kingdom sea-borne trade carried under each of the principal flags are shown in Table 8. The flags of Norway, Liberia, the Netherlands, the Federal Republic of Germany and Sweden, together with the United Kingdom cover some 80 per cent of the weight of both imports and exports.

The weights of cargo carried by each of the principal foreign flags in trade between the United Kingdom and their own country, and between the United Kingdom and countries other than their own, are shown in Table 9. These latter 'third country' trades represent a very high proportion of their carrying in United Kingdom trades for a number of flags, particularly Norway, the Federal Republic of Germany, Liberia, Greece and Panama.

Important commodities in United Kingdom sea-borne trade

Tables 10 to 15 show the total weight and the United Kingdom flag proportion for the most important sea-borne cargoes for the years 1967 to 1969.

NOTES AND DEFINITIONS

Valuation

Imports are valued c.i.f. and exports f.o.b.

Weights

All weights are net tonnage, exclusive of the weight of containers, internal packing or other wrapping.

Where Customs declarations were made in units of quantity other than weight or in value only, the weight was estimated by using approximate conversion factors, fixed with the assistance of trade associations and some individual firms, whose help is gratefully acknowledged.

Coverage of the figures

The analysis of exports excludes re-exports. The latter are equivalent to just over 2 per cent by weight of the former.

The analysis was based on the overseas trade statistics, and covers the same field less certain excluded categories of trade, as follows:

	1968					
	Total		Imports		Exports	
	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)
Flag information not available (†)	140	630	84	220	55	410
Air transport	414	1,932	180	1,083	234	849
Irish Land Boundary	1,223	133	698	75	524	58
Total	1,777	2,695	963	1,378	814	1,317
Newly-built aircraft, ships, etc. (‡)	N.A.	365	N.A.	202	N.A.	163
Grand Total		3,060		1,580		1,480

(†) Includes parcel post.
(‡) Includes electricity.

Coastal trade is excluded.

Use of provisional figures

The figures for 1965 to 1968 are uncorrected ones and correspond to those contained in the December issues of the 'Overseas Trade Accounts of the United Kingdom' for the years 1965 to 1968 respectively. The figures for 1969 take account of corrections made after the December issue of the 'Overseas Trade Account' for that year.

Share of United Kingdom ships

Any measure of the share of United Kingdom *ships* is not the same as a measure of the share of the United Kingdom shipping *industry*, since the latter would include the contribution of foreign ships chartered by United Kingdom shipping companies, and exclude United Kingdom ships chartered to foreigners (the former being the more important). Moreover, just over one-twelfth of the ships on the United Kingdom register were owned in other Commonwealth countries (particularly the Bahamas and Bermuda). Further, to be of real value an assessment of the industry's share of the carrying trade would need to take into account cargoes carried in the cross-trades as well as in voyages to and from the United Kingdom.

Ships registered in the United Kingdom

Ships owned by residents of any Commonwealth country may be registered in the United Kingdom, and in December 1968, 8.6 per cent of the tonnage on the register was owned in Commonwealth countries other than in the United Kingdom. The proportion was larger for tankers than for dry cargo vessels. Details are as follows:

Ships of 500 gross tons and over

Owned in	*Mn. gross tons*	*Percentage*
United Kingdom	20.4	91.4
Bahamas and Bermuda	1.5	6.9
Other Commonwealth countries	0.4	1.7
Total	22.3	100.0

Dry cargoes and tanker cargoes

The distinction between these categories is not exact. All crude petroleum, liquid petroleum products, molasses and whale oil were classed as tanker cargoes, and all other goods as dry cargoes.

Bulk cargoes and other dry cargoes

In Tables 2 and 3, only the main bulk cargoes are distinguished, and some of the 'other dry cargoes' would be carried in tramps or bulk carriers. This category, therefore, approximates only very roughly to liner cargoes. The distinction between bulk, tramp and liner cargoes cannot be made accurately from the trade accounts, since the same type of goods can be carried, for example, both by liners and tramps. The list of dry cargoes regarded as bulk was slightly amended in 1968 – see note to Table 1. The coverage of bulk cargoes given in this note includes an item, sand, gravel and ballast, which has been added to the amended list of bulk commodities since the last article on flag of carrying vessel was prepared – see *Board of Trade Journal* for January 7, 1970. Where figures for 1968 are given in the present article, they have been amended, where necessary, to take account of this change.

Short and deep sea routes

Short sea routes comprise those to European countries, and to other countries bordering the Mediterranean. Other routes are classed as deep sea routes.

Country of consignment

This is not necessarily the same as the country of loading or discharge, as, for example, in the case of landlocked countries such as Austria or Switzerland. Another important exception is represented by oil exports from Iraq and Saudi Arabia, 70 per cent of the former and about 4 per cent of the latter being sent by pipeline to Mediterranean ports.

Balance of payments areas

The areas used in Table 2 and 3 are the Balance of Payments areas as defined in 'United Kingdom Balance of Payments, 1969'.

Previous analysis

United Kingdom Trade statistics analysed by nationality of vessel were published for the years 1936, 1937, 1947, 1948 and 1949 as well as 1965, 1966, 1967 and 1968. A similar analysis was made for 1938, but not previously published until 1966, when summary figures were included in the *Board of Trade Journal* for December 30, 1966. In all cases prior to 1965, quantities were shown only for a few selected commodities, and total trade was analysed only in terms of value.

The four most recent analyses, for 1965, 1966, 1967 and 1968 were published in the issues of the *Board of Trade Journal* dated December 30, 1966, October 20, 1967, December 27, 1968 and January 7, 1970, respectively.

Rounding of figures

Owing to rounding there may be minor differences between the sums of constituent items and the totals shown.

Symbols

NA means not available.
– means nil or less than half the final digit shown.

Further information

More detailed information about individual commodities and countries may be obtained, when circumstances permit, from The Controller, Statistical Office, HM Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex, on payment of a fee to cover the cost of preparing the information.

(*Shipping tables continued on next page*)

Table 1. United Kingdom trade by sea in 1969

Proportion of cargoes carried by UK registered vessels

	Weight					Ton-miles					Value				
	1966	1967	1968	1969		1966	1967	1968	1969		1966	1967	1968	1969	
	UK flag %				All flags (Mn. tons)	UK flag %				All flags (Th. mn.)	UK flag %				All flags (£ mn.)
IMPORTS															
Dry cargo															
Bulk cargo															
Old basis (‡)	43	46	47			48	50	51			36	37	36		
Revised basis (‡)			46	42	42·7			49	47	123·1			35	32	956
Other															
Old basis (‡)	43	40	39			63	60	58			55	53	52		
Revised basis (‡)			41	41	28·6			61	60	103·7			53	53	4,868
Total dry	43	40	44	42	71·3	55	55	55	53	226·8	52	51	50	50	5,824
Tanker cargo	29	28	23	27	114·2	27	28	22	29	756·0	30	28	26	29	902
Total	35	34	32	33	185·6	37	36	30	34	982·8	49	48	46	47	6,726
EXPORTS															
Dry cargo															
Bulk cargo															
Old basis (‡)	20	17	28			25	23	28			21	19	24		
Revised basis (‡)			33	38	10·5			29	33	9·3			19	29	56
Other															
Old basis (‡)	43	44	47			68	61	70			55	57	56		
Revised basis (‡)			46	47	19·1			70	66	72·8			56	54	5,367
Total dry	37	38	42	44	29·6	63	57	66	62	82·1	55	57	56	54	5,423
Tanker cargo	40	68	51	54	14·2	61	64	49	49	15·1	65	69	52	55	137
Total	45	48	45	47	43·8	63	58	63	60	97·2	55	57	55	54	5,561
ALL CARGO (†)															
Dry cargo															
Bulk cargo															
Old basis (‡)	40	42	45			46	48	50			35	36	35		
Revised basis (‡)			44	41	53·2			48	46	132·4			34	32	1,012
Other															
Old basis (‡)	43	42	42			65	61	63			55	55	54		
Revised basis (‡)			43	41	47·7			65	62	176·5			54	54	10,236
Total dry	42	42	43	42	100·9	57	55	58	55	308·9	53	53	52	52	11,248
Tanker cargo	33	32	27	30	128·5	38	29	22	29	771·2	35	34	29	32	1,039
Total	37	36	34	35	229·4	40	39	33	37	1,080·0	52	52	50	50	12,286

(†) Excluding re-exports.
(‡) In 1968 the commodities treated as bulk cargoes were revised. In 1967 bulk cargo imports included unmilled cereals; raw sugar; wood, lumber and cork, pulp and waste paper, iron and manganese ores and concentrates; crude simply prepared fertilizers; esparto grass; cement. These were all treated as bulk in 1968 except that wood, lumber and cork were replaced by pit props, poles, etc. and coniferous wood. In addition the following commodities were treated as bulk cargoes: feeding stuffs for animals other than oil cake; sulphur and iron pyrites; scrap and waste metal of iron and steel; bauxite and concentrates; plywood and newsprint. The only change in bulk exports was by the addition of unmilled cereals, sand, gravel and ballast.

(*Continued on next page*)

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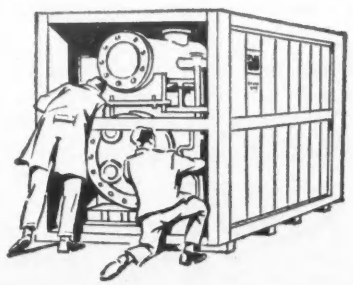

SEA-BORNE TRADE OF UNITED KINGDOM, *continued*

Table 2. United Kingdom imports by sea in 1969

Balance of Payment Areas

Weight

	1969											
	All Areas		Sterling		North America		Western Europe		Latin America		Other Non-Sterling	
	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flage (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %
I. DRY CARGO												
Food, beverages and tobacco (†)												
Total	19,774	43	7,412	63	4,335	32	5,623	27	800	57	1,603	23
Bulk cargo (‡)	11,582	36	3,713	56	3,682	28	2,998	30	403	43	786	7
Other dry cargo	8,192	52	3,700	71	654	56	2,626	25	397	72	817	38
Basic materials and dry cargo fuels (§)												
Total	37,014	45	4,190	61	5,493	55	14,165	33	3,170	42	9,997	51
Bulk cargo (‖)	29,677	44	1,450	52	4,430	57	11,905	33	2,860	39	9,032	53
Other dry cargo	7,337	47	2,740	66	1,062	46	2,260	29	310	67	965	33
Manufactures, etc. (¶)												
Total	14,548	32	1,498	56	3,285	38	8,348	25	138	85	1,278	23
Bulk cargo (††)	1,449	36	96	90	603	43	587	19	5	56	159	36
Other dry cargo	13,099	31	1,402	54	2,683	37	7,761	26	133	86	1,120	21
All dry cargo												
Total	71,337	42	13,100	62	13,113	43	28,136	29	4,108	46	12,878	45
Bulk cargo	42,708	42	5,259	55	8,715	44	15,490	32	3,268	40	9,976	49
Other dry cargo	28,629	41	7,842	66	4,399	42	12,646	26	840	72	2,902	30
II. TANKER CARGO												
Total	114,240	27	62,294	27	616	11	15,848	30	7,205	26	28,277	26
III. ALL CARGO												
Total	185,577	33	75,394	33	13,729	42	43,984	30	11,314	33	41,155	32

(†) SITC Sections 0 and 1.
(‡) Unmilled cereals, raw sugar, feeding stuff for animals other than oil cake.
(§) SITC Sections 2-4.
(‖) Pitprops; poles, etc.; coniferous wood; pulp and waste paper; crude or simply prepared fertilizers; sulphur and iron pyrites; iron and manganese ores and concentrates; scrap and waste metal of iron and steel; bauxite and concentrates; esparto grass.
(¶) SITC Sections 5-9, excluding parcel post.
(††) Plywood; newsprint; cement.

Table 3. United Kingdom exports by sea in 1969

Balance of Payment Areas

Weight

	1969											
	All Areas		Sterling		North America		Western Europe		Latin America		Other Non-Sterling	
	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %
I. DRY CARGO												
Food, beverages and tobacco (†)												
Total	1,680	41	426	68	276	36	751	25	41	64	186	46
Bulk cargo (‡)	14	20	3	24	—	—	11	17	—	100	—	100
Other dry cargo	1,666	41	423	69	276	36	740	26	41	64	186	46
Basic materials and dry cargo fuels (§)												
Total	12,913	38	760	73	305	39	11,506	36	68	46	274	38
Bulk cargo (‖)	10,134	38	283	78	147	39	9,544	37	40	41	120	20
Other dry cargo	2,779	38	477	70	158	38	1,962	29	28	40	154	53
Manufactures, etc. (¶)												
Total	14,988	49	4,636	69	2,083	47	5,801	31	693	63	1,775	49
Bulk cargo (††)	321	32	127	66	72	8	21	18	5	39	96	6
Other dry cargo	14,667	49	4,509	70	2,011	48	5,780	31	688	63	1,679	52
All dry cargo												
Total	29,581	44	5,822	70	2,665	45	18,057	34	802	62	2,235	48
Bulk cargo	10,470	38	413	74	220	29	9,576	37	45	40	216	14
Other dry cargo	19,111	47	5,409	70	2,445	46	8,481	30	757	63	2,019	51
II. TANKER CARGO												
Total	14,228	54	1,819	53	1,121	23	10,920	58	71	21	297	48
III. ALL CARGO												
Total	43,809	47	7,641	66	3,786	38	28,977	43	873	59	2,532	48

(†) SITC Sections 0 and 1.
(‡) Cereals, unmilled.
(§) SITC Sections 2-4.
(‖) Clay; coal, coke and briquettes; sand, gravel and ballast.
(¶) SITC Sections 5-9, excluding parcel post.
(††) Cement.

(*Tables continued on next page*)

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Table 4. United Kingdom imports by sea in 1969

Principal countries from which consigned

Proportion of weight of cargo carried by UK ships

Weight

Country or Area from which consigned	Total				Dry Cargo				Tanker			
	1967	1968	1969		1967	1968	1969		1967	1968	1969	
	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)
NEAR AND SHORT SEA TRADES												
Grand Total	28	27	26	82,428	29	31	29	37,377	28	24	23	45,050
Irish Republic	49	56	36	3,676	51	53	46	1,106	45	63	31	2,570
European Economic Community												
Total	25	32	33	23,568	31	34	36	9,361	22	30	31	14,207
France	18	29	26	5,099	23	35	30	2,384	15	25	22	2,714
Belgium and Luxembourg	43	49	53	2,797	47	49	58	1,111	37	49	50	1,686
Netherlands	27	33	37	8,662	32	33	37	3,622	24	33	36	5,040
Western Germany	32	34	40	2,272	25	29	32	1,439	44	43	55	834
Italy	20	25	21	4,738	29	27	30	806	19	24	19	3,932
Scandinavia and Baltic												
Total	25	30	26	21,178	26	29	26	20,383	14	38	33	795
Denmark	15	13	13	1,053	14	13	14	978	21	19	7	75
Norway	23	30	35	4,591	23	31	35	4,537	28	28	26	54
Sweden	30	37	28	7,565	30	36	26	7,243	27	59	73	323
Finland	11	11	10	3,186	12	11	11	2,861	4	9	1	326
Iceland	3	2	1	48	3	2	1	47	—	—	—	1
USSR	37	37	33	3,663	38	37	33	3,647	—	—	—	16
Poland	19	18	19	735	19	18	19	735	—	—	—	—
Eastern Germany	5	3	3	334	5	3	3	334	—	—	—	—
Iberia and Mediterranean												
Total	32	20	18	34,006	30	26	26	6,527	32	19	18	27,479
Spain	31	22	27	2,442	45	41	33	1,855	8	5	5	587
Portugal	19	14	12	468	21	14	12	436	—	4	19	32
Austria	20	20	35	250	20	20	35	250	—	—	—	—
Switzerland	40	49	58	146	40	49	60	142	—	—	—	3
Greece	21	16	12	280	19	12	17	207	34	84	—	72
Turkey	43	22	22	151	34	26	27	100	58	12	13	51
Yugoslavia	26	30	12	283	25	28	21	165	26	32	—	118
Libya	38	17	14	21,096	71	—	34	—	38	17	14	21,095
Algeria	44	55	48	1,977	38	53	61	250	45	55	46	1,726
Morocco	26	16	13	1,289	27	16	13	1,285	—	—	—	3
Tunisia	47	14	52	265	54	38	75	183	28	—	—	82
Egypt	19	3	30	334	11	7	9	67	21	2	36	267
Israel	18	18	22	639	43	35	31	449	—	—	—	190
Iraq (†)	39	34	31	2,726	—	—	—	—	39	34	31	2,726
Saudi Arabia (†)	20	21	24	504	—	—	—	—	20	21	24	504
Other countries (‡)	15	14	13	1,158	14	13	12	1,138	34	69	84	20
DEEP SEA TRADES												
Grand Total	38	36	38	39,196	58	58	55	33,959	27	23	29	69,190
Central and West Africa												
Total	53	67	50	11,123	76	80	72	5,784	30	26	25	5,339
Nigeria	33	41	30	5,711	76	79	71	573	27	26	25	5,138
Ghana	34	36	34	516	34	37	34	516	—	—	—	—
Gambia and Sierra Leone	54	64	74	423	54	64	74	423	—	—	—	—
Liberia	85	99	80	1,506	85	99	80	1,506	—	—	—	—
Other countries (§)	80	76	72	2,966	81	80	75	2,766	72	29	23	201
South and East Africa												
Total	60	57	57	3,140	62	58	59	3,006	36	30	27	134
Republic of South Africa	61	56	60	1815	62	57	60	1,780	40	31	33	35
Kenya	70	70	79	160	94	76	78	152	—	22	100	8
Zambia, Malawi and Rhodesia	70	85	87	244	70	85	87	244	—	—	—	—
Mauritius and Seychelles	39	25	29	447	36	26	28	400	100	—	35	47
Other countries (‖)	68	70	52	474	69	72	57	430	—	50	—	44
Persian Gulf and India Ocean												
Total	29	22	31	55,021	47	48	52	1,016	28	21	30	54,005
Republic of South Yemen	28	29	47	1,425	77	10	26	1	28	29	47	1,424
Saudi Arabia and Yemen (¶)	20	21	24	12,091	27	—	47	—	20	21	24	12,091
Iraq ¶	26	34	31	1,173	26	13	41	4	—	34	31	1,169
Iran	34	23	23	8,288	49	19	31	24	34	23	23	8,264
India	38	47	47	693	40	42	46	607	35	82	48	86
Pakistan	37	40	51	349	42	45	48	225	18	—	57	124
Ceylon	96	91	92	112	96	91	92	112	—	—	—	—
Burma	46	47	54	40	46	47	54	40	—	—	—	—
Other countries (††)	24	20	34	30,851	59	70	31	3	24	20	34	30,848
Far East												
Total	71	68	72	1,425	74	73	75	1,240	39	11	49	185
Malaysia	82	83	88	647	95	95	95	505	—	14	64	143
Thailand	96	95	94	33	96	95	94	33	—	—	—	—
Philippines	78	49	44	115	78	49	44	115	—	—	—	—
Hong Kong	94	95	93	113	94	95	93	113	—	—	—	—
China	36	39	43	150	36	39	43	150	—	—	—	—
Japan	59	58	67	261	59	58	67	261	—	—	—	—
Other countries (‡‡)	72	26	26	105	50	37	44	63	100	—	—	42
Australasia												
Total	77	79	69	4,230	77	80	69	4,227	80	12	100	2
Australia	72	74	63	3,144	71	75	63	3,142	80	12	100	2
New Zealand	98	99	99	828	98	99	99	828	—	—	—	—
British Islands in Pacific	58	63	47	258	58	63	47	258	—	—	—	—
North America												
Total	42	47	42	13,729	50	49	43	13,113	11	15	11	616
United States of America	28	31	29	5,719	40	34	32	5,118	11	15	11	601
Canada	56	58	50	8,010	56	58	50	7,995	31	44	3	15

(Continued on next page)

SEA-BORNE TRADE OF UNITED KINGDOM, *continued*

Table 4. United Kingdom imports by sea in 1969, *continued*

Principal countries from which consigned

Proportion of weight of cargo carried by UK ships

Weight

Country or Area from which consigned	Total				Dry Cargo				Tanker			
	1967	1968	1969		1967	1968	1969		1967	1968	1969	
	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)
Central and South America												
Total	27	29	31	10,978	40	35	46	4,093	22	26	23	6,885
Mexico	28	31	3	175	28	34	4	140	—	—	—	35
Panama	1	40	83	1	85	14	54	—	1	41	100	—
Columbia	17	19	54	28	37	40	54	28	17	15	—	—
Venezuela	19	21	20	8,229	3	2	11	1,539	22	25	22	6,689
Peru	66	72	70	251	82	58	69	91	63	80	71	160
Chile	90	85	82	169	90	85	82	169	—	—	—	—
Brazil	77	70	77	1,354	77	69	77	1,354	—	100	—	—
Argentina	48	63	56	637	48	63	56	637	—	—	—	—
Other countries (§§)	75	71	85	135	75	76	85	135	—	—	—	—
West Indies												
Total	53	54	50	3,503	69	66	63	1,480	44	47	40	2,024
Trinidad	53	57	48	1,039	74	63	46	324	48	55	49	715
Jamaica	72	74	69	384	72	75	69	384	—	—	50	—
Guyana	76	68	70	306	75	68	67	278	100	—	100	28
Other Commonwealth West Indies	82	74	76	379	85	74	77	370	3	—	1	9
Netherlands Antilles	36	34	28	1,061	49	39	44	109	34	33	26	952
Cuba	57	71	59	323	—	1	4	12	76	76	61	311
Other countries (‖‖)	76	4	8	12	2	4	40	2	100	—	—	9

(†) Tanker cargo assumed to be shipped from Eastern Mediterranean ports (see Note ¶).
(‡) Gibraltar, Malta, Cyprus, Hungary, Czechoslovakia, Albania, Bulgaria, Rumania, Syria, Lebanon.
(§) Angola, Cape Verde Islands, Mauritania, Senegal, Mali, Guinea, Ivory Coast, Upper Volta, Niger, Togo, Dahomey, Cameroon, Gaboon, Congo (Brazzaville), Congo (Kinshasha, formerly Leopoldville), Rwanda Burundi, Central Africa Republic, Chad, Spanish West Africa.
(‖) Uganda, Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland), Swaziland, Portuguese East Africa, Malagasy Republic, Somali Republic, French Somaliland, Ethiopia, Sudan, Comoro Islands and Reunion, Tanzania.
(¶) Tanker cargo assumed to be shipped from the Persian Gulf (see Note †).
(††) Bahrain, Qatar, Abu Dhabi and other Trucial States, Jordan, Muscat and Oman, Kuwait, Afghanistan.
(‡‡) Indonesia, Portuguese Timor, Macao, French possessions in the Pacific, Republic of Vietnam, North Vietnam, Laos, Cambodia, Formosa, Republic of Korea, North Korea, People's Republic of Mongolia.
(§§) Guatemala, Honduras, Nicaragua, Costa Rica, El Salvador, Ecuador, Bolivia, Uruguay, Paraguay.
(‖‖) Hayti, Dominican Republic.

Table 5. United Kingdom exports by sea in 1969

Principal countries to which consigned

Proportion of weight of cargo carried by UK registered ships

Weight

Country or Area from which consigned	Total				Dry Cargo				Tanker			
	1967	1968	1969		1967	1968	1969		1967	1968	1969	
	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)
NEAR AND SHORT SEA TRADES												
Grand Total	42	40	43	32,900	23	30	34	20,360	70	54	58	12,541
Irish Republic	60	52	47	2,487	48	39	42	1,107	80	70	51	1,380
European Economic Community												
Total	32	39	43	13,547	26	38	43	11,454	51	42	43	2,093
France	32	49	59	2,014	31	50	59	1,971	69	11	57	42
Belgium and Luxembourg	51	51	65	1,780	45	55	72	1,586	60	38	11	194
Netherlands	38	40	36	4,8 33	36	46	34	3,696	41	31	44	1,137
Western Germany	23	36	42	3,593	16	30	40	2,949	66	55	54	644
Italy	16	25	17	1,327	14	16	16	1,251	62	63	21	76
Scandinavia and Baltic (†)												
Total	53	42	46	13,538	16	17	15	4,967	76	58	63	8,572
Denmark	58	46	51	4,125	15	18	15	689	71	54	58	3,436
Norway	49	47	44	3,003	23	24	19	1,606	79	77	72	1,396
Sweden	61	42	48	5,259	11	10	12	1,607	80	56	65	3,652
Finland	20	15	15	749	13	14	14	697	68	37	24	53
Iceland	31	41	56	54	4	1	4	20	85	63	88	33
USSR	15	15	21	149,	15	15	21	148	40	6	7	1
Poland	19	29	25	157	19	29	25	156	48	22	40	—
Eastern Germany	1	1	6	42	1	1	6	42	—	—	—	—
Iberia and Mediterranean												
Total	25	28	29	3,328	22	25	27	2,832	48	41	40	496
Spain	15	16	14	1,013	13	14	15	888	28	20	14	125
Portugal	26	31	30	390	23	24	28	272	35	46	36	118
Austria	34	41	50	125	34	41	49	124	—	—	70	—
Switzerland	29	35	37	358	29	35	37	357	40	68	57	2
Greece	26	40	23	188	18	23	20	163	75	85	42	25
Turkey	35	33	26	127	33	29	25	121	98	94	33	7
Yugoslavia	31	35	42	92	13	25	37	80	89	53	72	13
Libya	42	46	43	139	39	35	36	115	87	93	77	24
Algeria	33	33	34	43	33	33	33	37	16	—	42	5
Lebanon	39	41	35	67	41	41	32	58	25	48	57	9
Egypt	23	37	50	64	12	16	14	36	77	66	98	27
Israel	24	36	39	181	23	36	38	179	60	40	79	2
Other countries (‡)	41	33	37	542	37	29	34	402	63	46	43	140

Table 5. United Kingdom exports by sea in 1969, *continued*
Principal countries to which consigned
Proportion of weight of cargo carried by UK registered ships

Weight

Country or Area from which consigned	Total				Dry Cargo				Tanker			
	1967	1968	1969		1967	1968	1969		1967	1968	1969	
	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)
DEEP SEA TRADES												
Grand Total	61	59	60	10,909	62	64	65	9,222	50	36	31	1,687
Central and West Africa												
Total	58	58	65	952	58	61	66	784	59	51	57	168
Nigeria	72	73	72	473	77	76	76	399	26	65	45	73
Ghana	38	69	70	136	38	69	70	130	73	74	76	6
Gambia and Sierra Leone	82	49	74	67	76	72	76	60	99	18	58	7
Other countries (§)	47	41	48	277	40	32	41	195	67	51	65	82
outh and East Africa												
Total	83	81	74	1,300	84	85	78	1,131	79	56	48	169
Republic of South Africa	81	80	70	788	82	85	73	699	77	42	41	89
Kenya	95	92	93	156	94	90	91	123	100	99	100	33
Zambia, Malawi and Rhodesia	93	91	90	100	93	91	90	99	100	—	92	—
Other countries (‖)	79	74	68	257	80	77	78	210	66	59	23	47
Persian Gulf and Indian Ocean												
Total	68	65	65	1,177	68	65	65	1,133	73	70	66	44
Republic of South Yemen	93	77	91	14	94	76	91	13	89	86	92	1
Saudi Arabia and Yemen	77	67	65	66	76	68	65	61	80	61	68	5
Iraq	62	72	75	59	62	71	74	59	45	95	100	1
Iran	73	62	67	263	72	62	66	257	81	64	94	6
India	51	48	41	161	51	48	41	159	88	58	44	2
Pakistan	69	66	65	183	69	66	66	181	77	77	58	3
Ceylon	91	82	79	159	91	82	79	158	100	—	94	1
Burma	56	55	67	20	56	55	67	20	48	56	74	—
Other countries (¶)	71	69	63	251	71	69	64	226	71	70	58	25
Far East												
Total	54	82	80	1,215	54	82	80	1,198	56	83	83	17
Malaysia	91	97	97	308	95	97	97	301	55	95	97	7
Thailand	85	93	95	85	85	92	96	83	94	99	97	2
Philippines	94	91	94	87	95	91	94	86	80	—	88	1
Hong Kong	97	96	97	239	97	96	97	238	89	81	90	1
China	25	39	40	204	25	39	40	204	—	100	—	—
Japan	37	84	68	198	37	84	69	193	84	89	56	5
Other countries (††)	28	63	65	94	29	64	66	94	20	47	63	1
Australasia												
Total	93	95	86	1,076	93	95	86	1,056	79	77	98	20
Australia	92	94	83	692	92	94	83	682	91	87	99	10
New Zealand	94	96	90	354	95	97	90	344	66	65	97	10
British Islands in Pacific	83	98	94	30	83	98	94	30	—	—	100	—
North America												
Total	43	35	38	3,786	42	38	45	2,665	46	28	23	1,121
United States of America	33	30	31	3,032	34	33	36	1,911	30	25	23	1,121
Canada	71	63	68	754	63	58	68	753	89	100	78	—
Central and South America												
Total	67	69	62	812	71	71	66	742	8	56	21	70
Mexico	61	60	69	76	61	60	69	76	—	—	96	—
Venezuela	75	66	61	83	78	66	61	83	41	71	94	—
Peru	85	87	80	47	85	87	80	47	—	—	92	—
Chile	86	88	77	46	86	88	77	46	—	—	100	—
Brazil	54	72	49	230	76	84	62	162	—	56	20	69
Argentine	70	67	74	192	70	67	74	192	—	—	69	—
Other countries (‡‡)	58	65	53	138	59	65	53	137	25	73	67	1
West Indies												
Total	62	63	60	591	67	64	65	514	32	42	26	77
Trinidad	65	65	65	115	64	64	64	113	81	76	87	3
Jamaica	78	75	79	131	78	75	79	129	89	80	81	1
Guyana	55	61	60	53	55	60	60	51	54	84	78	2
Other Commonwealth Countries	65	73	82	138	79	77	82	137	2	8	93	1
Netherlands Antilles	50	49	26	92	57	48	46	22	45	54	20	69
Other countries (§§)	26	18	11	61	25	18	11	60	61	6	5	1

(†) Includes exports for the use of oil rigs on the North Sea continental shelf.
(‡) Gibraltar, Malta, Cyprus, Hungary, Czechoslovakia, Albania, Bulgaria, Rumania, Morocco, Tunisia, Syria.
(§) Angola, Cape Verde Islands, Mauritania, Senegal, Mali, Guinea, Liberia, Ivory Coast, Upper Volta, Niger, Togo, Dahomey, Cameroon, Gabon, Congo (Brazzaville), Congo (Kinshasa, formerly Leopoldville), Rwanda, Burundi, Central African Republic, Chad, Spanish West Africa.
(‖) Tanzania, Uganda, Mauritius, Seychelles, Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland), Swaziland, Portuguese East Africa, Malagasy Republic, Somali Republic, French Somaliland, Ethiopia, Sudan, Comoro Islands and Reunion.
(¶) Bahrain, Qatar, Abu Dhabi and other Trucial States, Jordan, Muscat and Oman, Kuwait, Afghanistan.
(††) Indonesia, Portuguese Timor, Macao, French possessions in the Pacific, Republic of Vietnam, North Vietnam, Laos, Cambodia, Formosa, Republic of Korea, North Korea, People's Republic of Mongolia.
(‡‡) Guatemala, Honduras, Nicaragua, Costa Rica, Panama, Colombia, El Salvador, Ecuador, Bolivia, Uruguay, Paraguay.
(§§) Hayti, Dominican Republic, Cuba.

(Continued on next page)

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SEA-BORNE TRADE OF UNITED KINGDOM, *continued*

Table 6. United Kingdom trade by sea in 1969

Proportion of ton-miles (†) by United Kingdom registered ships

Ton miles

	All Routes			Short Sea			Deep Sea		
	UK Flag Percentage		1969	UK Flag Percentage		1969	UK Flag Percentage		1969
	1968	1969	All Flags (Th. mn.)	1968	1969	All Flags (Th. mn.)	1968	1969	All Flags (Th. mn.)
IMPORTS									
Bulk cargo	*49*	*47*	123·1	*35*	*30*	23·8	*53*	*51*	99·3
Other dry cargo	*61*	*60*	103·7	*22*	*22*	14·1	*67*	*66*	89·6
Total dry cargo	*55*	*53*	226·8	*30*	*27*	37·9	*60*	*58*	188·9
Tanker cargo	*22*	*29*	756·0	*21*	*19*	87·8	*22*	*30*	668·2
Total	*30*	*34*	982·8	*23*	*21*	125·7	*31*	*36*	857·1
EXPORTS									
Bulk cargo	*29*	*33*	9·3	*17*	*23*	6·1	*52*	*52*	3·2
Other dry cargo	*70*	*66*	72·8	*27*	*28*	9·4	*76*	*72*	63·4
Total dry cargo	*66*	*62*	82·1	*23*	*26*	15·5	*75*	*71*	66·6
Tanker cargo	*49*	*49*	15·1	*55*	*58*	8·4	*43*	*38*	6·8
Total	*63*	*60*	97·2	*35*	*57*	23·9	*71*	*68*	73·3
ALL TRADES (‡)									
Bulk cargo	*48*	*46*	132·4	*31*	*29*	29·9	*53*	*51*	102·5
Other dry cargo	*65*	*62*	176·5	*24*	*25*	23·5	*71*	*68*	152·9
Total dry cargo	*58*	*55*	308·9	*28*	*27*	53·4	*64*	*61*	255·5
Tanker cargo	*22*	*29*	771·2	*24*	*22*	96·2	*22*	*30*	675·0
Total	*33*	*37*	1,080·0	*25*	*24*	149·6	*35*	*39*	930·5

(†) Nautical
(‡) Excluding re-exports

Table 7. United Kingdom trade by sea in 1969

Average length of haul

Nautical miles per ton of cargo

	All flags					UK flag				
	Total	Dry cargo			Tanker	Total	Dry cargo			Tanker
		Total	Bulk	Other			Total	Bulk	Other	
IMPORTS										
Short Sea	1,530	1,010	1,110	890	1,950	1,270	960	1,070	770	1,590
Deep Sea	8,310	5,560	4,690	7,020	9,660	7,920	5,840	4,580	7,680	9,830
Total	5,300	3,180	2,880	3,620	6,620	5,570	4,050	3,260	5,260	7,040
EXPORTS										
Short Sea	730	760	620	900	670	630	580	370	830	680
Deep Sea	6,720	7,220	5,700	7,320	4,010	7,610	7,850	7,120	7,880	4,900
Total	2,220	2,770	890	3,810	1,060	2,830	3,950	770	5,370	970
ALL TRADES (†)										
Short Sea	1,300	920	950	890	1,670	1,010	810	820	790	1,220
Deep Sea	8,160	5,920	4,710	7,140	9,520	7,870	6,320	4,630	7,770	9,708
Total	4,710	3,060	2,490	3,700	6,000	4,880	4,020	2,800	5,310	5,820

(†) Excluding re-exports

Table 8. United Kingdom trade by sea in 1969

Proportion carried by principal flags

Percentages

	Total		Dry Cargo		Tanker	
	Weight	Value	Total Weight	Value	Weight	Value
IMPORTS						
United Kingdom	32·6	46·8	41·6	49·6	27·0	28·9
Liberia	17·5	4·2	5·0	1·3	25·3	23·3
Norwegian	14·0	7·3	10·3	6·0	16·3	15·9
Dutch	6·2	7·5	7·7	7·7	5·3	6·2
West German	5·3	9·3	10·0	10·3	2·4	2·6
Swedish	3·9	3·8	6·5	4·1	2·2	2·2
Greek	2·9	1·5	2·5	1·3	3·1	3·1
Panamanian	2·5	0·7	1·0	0·3	3·5	3·2
Danish	2·2	4·0	2·6	4·3	2·0	1·9
French	2·5	2·0	1·4	1·9	3·2	3·0
Italian	1·9	0·7	0·8	0·4	2·6	2·6
Russian	1·4	1·6	2·6	1·7	0·7	0·7
Japanese	1·2	0·6	0·1	0·4	1·8	1·7
Finnish	1·3	1·4	1·9	1·4	1·0	1·1
Belgian	0·9	0·6	0·3	0·5	1·2	1·3
Other	3·9	8·1	5·8	8·9	2·6	2·6
	100·0	100·0	100·0	100·0	100·0	100·0

Percentages

	Total		Dry Cargo		Tanker	
	Weight	Value	Total Weight	Value	Weight	Value
EXPORTS						
United Kingdom	47·2	53·7	43·8	53·7	54·4	55·4
Dutch	11·5	7·3	15·1	7·3	4·1	4·8
West German	8·8	9·4	11·7	9·6	2·6	3·9
Norwegian	8·7	4·5	6·2	4·3	14·0	12·8
Danish	2·9	2·5	3·5	2·5	1·9	1·7
Swedish	2·9	3·7	3·1	3·7	2·6	3·0
Liberia	2·6	0·7	1·3	0·7	5·2	3·6
Greek	2·4	1·7	1·8	1·6	3·8	3·1
Belgium	1·8	0·6	1·1	0·7	3·1	2·5
Panamanian	1·7	0·2	0·7	0·2	3·6	2·8
Spanish	1·1	0·8	1·6	0·8	0·1	0·6
Finnish	1·1	1·0	1·1	0·9	1·2	1·0
French	1·1	2·1	1·4	2·1	0·4	0·5
Italian	0·9	0·2	0·9	0·2	0·9	0·8
Irish Republic	0·8	1·0	0·9	1·0	0·5	0·8
United States	0·8	2·5	0·9	2·6	0·4	0·3
Other	3·6	8·0	4·9	8·1	0·9	2·3
	100·0	100·0	100·0	100·0	100·0	100·0

Table 9. United Kingdom trade by sea

Tonnage carried by Principal Foreign Flags in trade with their own country and with other countries

Weight

Flag	Imports						Exports					
	% with other countries			1969			% with other countries			1969		
	1967	1968	1969	Flag Total (Th. tons)	UK trade with own country (Th. tons)	UK trade with other countries (Th. tons)	1967	1968	1969	Flag Total (Th. tons)	UK trade with own country (Th. tons)	UK trade with other countries (Th. tons)
DRY CARGO												
Norway	76	77	74	7,315	1,866	5,450	58	53	46	1,820	987	833
Western Germany	92	92	92	7,139	590	6,550	74	74	78	3,476	778	2,697
Netherlands	69	69	70	5,474	1,520	3,954	77	77	52	4,472	2,126	2,346
Sweden	39	32	37	4,614	2,888	1,726	58	48	41	907	538	369
Denmark	67	64	65	1,860	658	1,202	77	76	74	1,022	264	758
Liberia	100	100	99	3,552	19	3,533	100	100	100	391	—	391
Greece	95	96	97	1,786	48	1,738	90	94	94	528	32	496
France	64	63	62	960	363	596	21	28	47	423	226	197
Finland	24	22	21	1,363	1,072	292	25	14	20	318	253	64
USSR	18	17	19	1,866	1,520	346	27	24	31	152	106	47
Italy	74	80	82	554	102	452	32	34	21	251	199	52
Panama	100	100	100	678	—	678	100	98	100	210	1	209
Spain	20	17	20	472	376	97	49	45	46	473	253	220
Irish Republic	12	32	28	361	261	100	21	30	11	276	246	30
United States of America	36	30	36	344	220	125	22	25	17	93	77	16
Poland	12	10	18	156	129	27	4	36	3	272	265	7
Yugoslavia	89	80	67	205	69	137	44	61	50	61	30	31
Eastern Germany	81	82	86	307	43	264	68	65	65	64	22	41
Belgium	76	80	86	244	35	209	83	86	92	339	26	313
India	8	27	36	256	165	91	4	8	22	81	63	18
Republic of South Africa	16	14	24	242	184	59	7	14	8	117	107	10
Switzerland	100	100	100	141	—	141	100	100	98	5	—	5
TANKER												
Liberia	100	100	100	28,846	—	28,846	100	100	100	746	—	75
Norway	100	100	100	18,642	—	18,642	93	92	84	1,993	311	1,681
Netherlands	74	80	90	6,073	624	5,449	40	61	65	585	205	380
Panama	100	100	100	4,003	—	4,003	99	100	100	519	—	519
Sweden	100	99	100	2,533	10	2,523	78	48	27	375	273	102
Italy	89	94	87	2,954	385	2,568	99	94	99	128	1	127
Greece	99	100	99	3,529	23	3,506	100	100	99	534	3	531
Western Germany	97	98	96	2,695	100	2,595	58	75	86	371	53	318
France	87	86	90	3,627	358	3,269	74	89	75	57	14	43
Denmark	99	99	99	2,230	15	2,215	48	29	76	268	64	204
Belgium	100	100	97	1,342	41	1,302	65	75	84	446	72	374
Japan	100	100	100	2,078	—	2,078	80	57	32	1	1	—
Finland	75	88	77	1,112	255	857	77	91	84	175	28	147
USSR	87	94	98	754	16	738	96	89	97	23	1	22
India	100	100	100	395	—	395	33	41	—	1	1	—
Kuwait	100	34	58	966	410	556	100	57	40	7	4	3
Republic of Korea	—	100	100	495	—	495	—	—	—	—	—	—

Table 10. United Kingdom imports by sea in 1967, 1968 and 1969

Cereals, unmilled (including cereals for sowing)

Weight

Country or area from which consigned	All Flags (Thousand tons)			UK Flag (Per cent)		
	1967	1968	1969	1967	1968	1969
Belgium	148	120	162	63	48	49
France	431	494	994	24	35	31
Netherlands	1,159	1,436	983	42	45	43
Rumania	417	284	245	2	—	1
Spain	1	99	300	74	7	9
Sweden	19	113	227	—	3	2
Other European countries	77	261	508	10	2	4
South Africa	651	849	247	41	41	48
Australia	449	362	1,033	60	73	58
Canada	1,829	1,579	1,695	39	44	31
United States of America	2,298	2,146	1,867	35	25	26
Argentine	445	85	319	32	50	36
Other Western Hemisphere countries	97	13	2	17	13	91
Other countries	117	210	128	36	58	61
Total	8,137	8,051	8,710	36	36	32

Table 11. United Kingdom imports by sea in 1967, 1968 and 1969

Wood Lumber and Cork

Weight

Country or area from which consigned	All Flags (Thousand tons)			UK Flags (Per cent)		
	1967	1968	1969	1967	1968	1969
Finland	919	1,042	986	6	5	4
Sweden	920	1,202	1,101	6	7	7
Norway	24	39	40	42	46	46
USSR	1,227	1,302	1,215	2	1	2
Poland, Eastern Germany	268	287	226	2	1	1
Other European countries	306	357	359	16	11	10
Canada	1,106	812	499	25	21	28
United States of America	52	37	28	49	46	48
Brazil	104	147	87	39	43	36
West and Central Africa	308	378	366	84	79	71
Malaysia	125	153	130	95	94	97
Other countries	71	81	79	78	71	67
Total	5,428	5,837	5,117	18	17	16

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Shipping movement at United Kingdom ports

Foreign and coasting trade movement during October, 1970

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during October 1970, amounted to 17,858 thousand net registered tons: this was 1·3 per cent more than the corresponding month of 1969. Commonwealth vessels accounted for 7,307 thousand nrt.

During the first ten months of 1970 the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 177,445 thousand nrt, an increase of 5 per cent over the tonnage for the same period of 1969.

In the coasting trade there was a 2·7 per cent decrease in the total net tonnage of arrivals and departures with cargo during the month of October 1970, and a 1·3 per cent decrease during the first ten months compared with 1969.

Note: net registered tons (nrt)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross registered tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload mer-

SEA-BORNE TRADE OF UNITED KINGDOM, *continued*

Table 12. United Kingdom imports by sea in 1967, 1968 and 1969

Pulp and waste paper

Weight

Country or Area from which consigned	All Flags (Thousand tons)			UK Flag (Per cent)		
	1967	1968	1969	1967	1968	1969
Finland	689	710	724	5	5	5
Sweden	1,119	1,054	969	22	12	6
Norway	700	832	809	44	37	32
Portugal	73	108	120	23	16	11
USSR	39	35	23	—	1	—
Other European countries	79	91	110	19	8	9
South Africa	106	133	138	95	98	93
Canada	266	268	281	27	18	27
United States of America	220	244	231	45	50	39
Other countries	40	49	48	43	44	26
Total	3,332	3,524	3,452	28	23	20

Table 13. United Kingdom imports by sea in 1967, 1968 and 1969

Iron Ore †

Weight

Country or Area from which consigned	All Flags (Thousand tons)			UK Flag (Per cent)		
	1967	1968	1969	1967	1968	1969
Norway	677	963	2,065	28	57	57
Sweden	3,589	4,617	3,507	45	57	46
Spain	654	559	572	72	83	73
USSR	1,397	1,475	1,357	81	91	83
Other European countries	409	236	289	31	35	65
North African countries	496	268	436	50	50	68
Sierra Leone	209	276	371	44	58	75
Other West African countries	3,351	3,408	3,814	83	89	81
Canada	3,082	3,294	2,895	83	86	68
Venezuela	1,369	1,669	1,528	2	2	11
Brazil	741	556	1,020	87	90	86
Other countries	106	278	315	62	89	85
Total	16,080	17,599	18,170	62	68	63

† Comprising iron ore and concentrates (except chrome iron ore), iron pyrites (including cupreous), roasted.

Table 14. United Kingdom imports by sea in 1967, 1968 and 1969

Petroleum Tanker Cargoes

Weight

Country or area from which consigned	All Flags (Thousand tons)			UK Flag (Per cent)		
	1967	1968	1969	1967	1968	1969
I. CRUDE AND PARTLY REFINED						
Western Europe	1,756	3,714	1,863	36	37	49
Libya	10,581	21,575	21,095	38	17	14
West Africa	4,675	1,703	5,294	30	27	25
Saudi Arabia	10,184	8,922	12,571	20	21	24
Iraq	3,355	2,977	3,816	38	34	30
Iran	16,784	9,459	7,884	34	23	22
Kuwait	11,824	18,199	23,287	24	17	33
Other Persian Gulf countries	1,682	6,027	6,756	17	27	37
Venezuela	7,402	6,943	5,664	22	24	21
Other countries	5,217	2,184	4,636	18	27	22
Total	73,462	81,703	92,866	28	21	25
II. PRODUCTS						
Western Europe	15,566	15,471	13,791	20	26	28
Persian Gulf and Indian Ocean	2,408	1,660	2,438	38	32	52
Latin America	1,530	1,216	1,042	22	33	26
British West Indies	737	718	620	42	57	50
Netherlands Antilles	681	586	431	36	29	30
Other Areas	2,618	1,970	1,411	22	22	25
Total	23,539	21,621	19,733	23	28	31

Table 15. United Kingdom exports by sea in 1967, 1968 and 1969

Coal, Coke and Briquettes

Weight

Country or Area from which consigned	All Flags (Thousand tons)			UK Flag (Per cent)		
	1967	1968	1969	1967	1968	1969
Irish Republic	195	168	174	75	84	88
Belgium and Luxembourg	66	148	218	80	92	80
France	538	433	355	11	18	44
Western Germany	380	749	1,401	10	48	51
Netherlands	200	'624	808	58	84	79
Denmark	110	134	100	17	32	10
Norway	516	615	654	19	14	6
Sweden	181	185	275	16	12	20
Portugal	120	74	40	2	1	—
Other European countries	292	387	391	35	7	11
Other countries	11	35	66	42	31	44
Total	2,607	3,552	4,481	22	40	45

chandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movements at United Kingdom ports

ForeignTrade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Common-wealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Common-wealth	Foreign
With cargo:	October 1969	6,168	11,276	4,107	316	6,853	5,220	6,349	2,794	323	3,232
	October 1970	5,997	11,583	3,834	476	7,273	5,118	6,275	2,721	276	3,278
	Ten months ending October 1969	63,469	109,087	40,868	3,204	65,015	50,194	59,876	26,816	2,339	30,721
	Ten months ending October 1970	60,914	114,661	41,554	3,786	69,321	50,752	62,784	27,316	2,728	32,740
In ballast:	October 1969	1,446	2,286	844	67	1,375	2,537	7,189	2,131	117	4,941
	October 1970	1,388	2,116	997	46	1,073	2,623	7,868	2,378	141	5,349
	Ten months ending October 1969	16,228	24,158	10,318	561	13,279	29,674	70,319	22,857	1,434	46,028
	Ten months ending October 1970	17,370	25,268	11,203	692	13,373	27,952	76,102	24,947	1,430	49,725

(†) Includes Irish Republic and South Africa

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	October		January-October		October		January-October	
	1969	1970	1969	1970	1969	1970	1969	1970
	Number of Vessels							
United Kingdom	1,908	1,731	19,162	18,505	1,698	1,627	16,781	16,900
Other Commonwealth (†)	181	196	1,952	1,976	203	187	1,730	1,835
Foreign	4,079	4,070	42,355	40,439	3,319	3,304	31,683	32,017
Total	6,168	5,997	63,469	60,914	5,220	5,118	50,194	50,752
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	4,107	3,834	40,868	41,555	2,794	2,721	26,816	27,317
Registered in Canada	—	—	4	21	—	—	9	2
Registered in other countries (†)	316	476	3,200	3,765	323	276	2,330	2,726
Total Commonwealth	4,423	4,310	44,072	45,341	3,117	2,997	29,155	30,045
Foreign:								
Soviet	121	128	1,319	1,050	43	27	413	231
Finnish	143	110	1,038	1,149	26	42	347	411
Swedish	509	497	4,288	4,867	230	335	2,140	2,669
Norwegian	1,356	1,248	12,154	12,935	382	421	5,093	4,809
Danish	332	291	2,873	2,932	228	183	2,160	2,080
Polish	42	33	313	261	21	19	181	135
German (Federal Republic)	602	766	6,051	6,827	527	564	3,844	5,283
Dutch	569	685	6,635	6,309	338	415	4,238	4,070
Belgian	204	165	2,287	2,260	198	174	2,223	2,203
French	428	632	4,598	5,678	298	402	2,993	3,288
Spanish	45	55	630	653	41	68	547	586
Italian	120	105	1,278	1,478	33	38	243	260
Yugoslav	54	52	198	297	9	4	56	88
Greek	234	242	2,252	3,241	88	93	884	1,166
United States	411	206	2,811	2,522	379	219	2,533	2,488
Panamanian	166	159	1,792	2,034	44	26	478	604
Liberian	1,245	1,629	11,778	11,792	204	122	1,110	1,131
Other	272	270	2,720	3,035	143	126	1,238	1,237
Total Foreign	6,853	7,273	65,015	69,320	3,232	3,278	30,721	32,739
GRAND TOTAL	**11,276**	**11,583**	**109,087**	**114,661**	**6,349**	**6,275**	**59,876**	**62,784**
Trading Areas:								
Irish Republic	602	587	6,251	6,697	513	479	5,352	5,704
Northern Europe (Foreign)	3,095	3,388	30,716	32,015	2,639	2,694	24,423	26,291
Europe (Atlantic) and Western Mediterranean Countries	1,269	1,357	14,660	14,939	1,012	1,075	10,988	11,357
Central and Eastern Mediterranean Countries	1,234	1,082	10,895	11,132	134	130	1,570	1,406
West and South Africa	550	594	5,214	6,171	219	323	2,158	2,464
East Africa, Persian Gulf, India	2,167	2,193	19,135	20,626	258	211	2,120	2,170
Eastern Asia and Islands in the Pacific	234	223	2,106	1,858	167	157	1,571	1,566
Australasia	179	210	2,731	2,785	124	170	1,298	1,241
North America (Atlantic Coast)	1,363	1,351	9,718	12,111	989	707	7,725	7,593
West Indies and Central America (Atlantic Coast)	388	389	5,101	4,531	132	200	1,271	1,449
South America (Atlantic Coast)	104	100	1,315	1,157	85	61	706	721
South and Central America (Pacific Coast)	37	24	219	260	5	21	175	129
North America (Pacific Coast)	45	49	899	254	64	41	407	585
Other Areas	9	36	127	125	8	6	113	108
Total Commonwealth Countries	3,079	3,112	27,920	30,824	1,357	1,308	12,613	12,670
Total Foreign Countries	8,197	8,471	81,167	83,837	4,992	4,967	47,264	50,114
TOTAL	**11,276**	**11,583**	**109,087**	**114,661**	**6,349**	**6,275**	**59,877**	**62,784**

(†) Includes Irish Republic and South Africa

(*Continued on next page*)

SHIPPING MOVEMENT, *continued*

Table 3. Foreign trade arrivals and departures at principal ports –January-October

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969 Thous. net tons	1970 Thous. net tons	Number of vessels	1969 Thous. net tons	1970 Thous. net tons	Number of vessels	1969 Thous. net tons	Thous. net tons	Number of vessels	1969 Thous. net tons	1970 Thous. net tons	Number of vessels
Bristol	2,481	2,062	1,020	2,537	2,121	1,065	271	304	331	2,227	2,095	917
Cardiff	1,218	1,452	651	1,526	1,692	798	525	461	344	1,558	1,609	726
Dover	6,702	7,531	5,466	10,944	11,970	9,509	6,643	7,480	5,283	10,843	12,042	9,503
Felixstowe	2,127	2,429	1,994	2,314	2,563	2,174	2,043	2,407	1,898	2,257	2,516	2,099
Folkstone	435	403	345	1,165	1,179	883	334	337	270	1,143	1,178	859
Grimsby (including Immingham)	3,903	5,315	2,153	4,512	6,296	2,679	1,657	1,960	1,430	4,567	6,355	2,586
Harwich	6,993	7,292	3,605	7,449	7,797	3,869	7,085	7,469	3,800	7,477	7,901	3,993
Holyhead	1,917	1,197	1,084	2,034	1,266	1,121	1,816	1,201	1,033	1,916	1,242	1,091
Hull	4,282	3,833	3,970	4,644	4,206	4,258	2,342	2,082	2,342	4,375	4,071	3,842
Lancaster	11	634	275	42	749	375	34	614	316	37	701	355
Liverpool	11,258	11,906	3,975	13,145	13,770	4,584	5,277	5,265	2,716	12,449	12,912	4,145
London	23,676	23,870	9,642	29,538	29,816	11,990	10,741	11,074	6,718	28,331	29,486	12,187
Manchester	4,212	3,914	2,277	4,461	4,128	2,606	1,420	1,402	1,762	4,228	3,700	2,669
Middlesbrough	4,820	5,089	1,344	5,676	5,971	2,046	1,547	1,460	1,740	5,506	5,757	2,385
Milford Haven	9,405	9,572	351	11,222	11,791	1,060	1,977	2,428	652	10,999	11,772	974
Newhaven	912	1,047	1,126	935	1,055	1,143	872	915	974	928	1,027	1,128
Newport	1,255	861	493	1,512	921	592	604	357	490	1,634	950	631
Plymouth	213	162	319	327	287	603	111	103	390	322	347	664
Port Talbot	653	1,033	316	701	1,104	460	139	130	391	673	1,117	568
Southampton	13,091	13,397	2,835	16,473	16,393	3,524	6,805	6,162	2,431	16,224	16,340	3,521
Swansea	833	950	404	1,586	1,734	918	1,781	1,978	1,370	2,055	2,281	1,462
Tyne Ports	1,522	1,708	1,129	2,369	2,428	1,379	1,029	1,018	718	2,759	2,759	1,333
Glasgow	2,506	2,327	931	3,064	2,741	1,074	1,526	1,360	589	3,310	3,186	1,220
Grangemouth	1,308	1,294	1,016	1,669	1,724	1,203	1,279	1,074	761	1,846	1,465	1,108
Greenock	2,109	3,477	293	3,041	4,515	515	523	1,524	250	2,975	4,793	548
Leith	515	514	689	885	766	826	537	190	381	1,305	661	703
Belfast	1,938	2,071	1,225	2,038	2,274	1,350	302	266	418	1,512	2,058	930
Other Ports	7,346	7,022	15,196	10,226	10,139	20,311	4,917	4,970	12,357	10,875	10,906	20,559
TOTAL	117,641	122,362	64,124	146,035	151,396	82,915	64,137	65,991	52,155	144,331	151,227	82,706

Table 4. Coasting trade arrivals and departures at principal ports –January-October

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969 Thous. net tons	1970 Thous. net tons	Number of vessels	1969 Thous. net tons	1970 Thous. net tons	Number of vessels	1969 Thous. net tons	Thous. net tons	Number of vessels	1969 Thous. net tons	1970 Thous. net tons	Number of vessels
Bristol	1,035	1,020	628	1,472	1,517	2,210	351	406	1,231	1,673	1,639	2,564
Cardiff	454	515	735	847	948	1,485	160	139	332	796	931	1,523
Cowes	2,091	2,121	9,502	4,744	5,330	21,337	1,966	1,986	9,008	4,744	5,281	21,347
Hull	684	673	242	797	816	561	140	264	295	878	955	836
Immingham	549	393	148	1,552	1,948	1,111	1,004	1,543	957	1,565	1,922	1,142
Lancaster	926	1,028	1,198	1,096	1,175	1,625	1,019	1,124	1,542	1,094	1,171	1,599
Liverpool	3,858	3,421	2,798	5,037	4,537	4,562	2,891	2,694	3,304	5,116	4,915	4,785
London	4,880	4,528	3,370	6,394	5,948	5,392	1,391	1,385	2,158	6,159	5,890	5,328
Manchester	125	168	227	231	258	391	34	57	101	229	288	142
Middlesbrough	108	252	354	1,220	1,314	1,479	920	1,014	743	1,182	1,482	1,165
Milford Haven	459	406	96	3,434	3,156	1,668	3,685	3,578	1,760	3,805	3,659	1,828
Portsmouth	290	316	1,388	3,088	3,719	14,286	78	68	813	3,005	3,658	14,612
Preston	802	918	1,443	831	983	1,576	762	926	1,449	863	1,046	1,693
Southampton	3,061	2,888	9,422	5,655	5,026	13,646	4,731	4,464	10,134	5,582	5,299	13,462
Sunderland	178	95	156	879	705	771	669	571	505	844	689	681
Swansea	269	305	504	2,123	2,039	2,812	1,392	1,199	1,626	1,572	1,422	2,244
Tyne Ports	518	528	250	2,590	2,309	1,728	1,311	1,205	1,143	2,232	2,123	1,759
Ardrossan	1,277	1,162	1,493	1,430	1,323	1,865	842	773	1,428	1,316	1,115	1,838
Glasgow	750	1,018	638	1,332	1,393	915	244	286	309	1,053	925	804
Greenock	1,102	767	1,595	1,343	1,018	2,142	1,137	687	1,463	1,424	971	2,036
Stranraer	1,388	1,483	1,283	1,398	1,495	1,307	1,386	1,481	1,270	1,397	1,491	1,292
Belfast	5,653	5,838	6,738	5,954	6,155	7,247	4,693	5,006	5,641	5,887	6,156	7,522
Other Ports	9,901	9,843	21,066	16,225	15,879	32,433	7,399	7,399	12,957	15,367	14,867	31,071
TOTAL	40,358	39,686	65,274	69,622	68,991	122,549	38,205	37,856	60,169	67,783	67,895	121,543

Government Publications

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Her Majesty's Stationery Office, 49 High Holborn, W.C.1.

Table 5. Shipping movements at United Kingdom ports

	Arrived				Departed			
		Thousand Net Tons				Thousand Net Tons		
	Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN								
With cargo: October 1969	5,960	3,361	2,809	552	5,440	3,146	2,655	491
October 1970	5,251	3,188	2,649	539	5,302	3,122	2,533	589
Ten months ending October 1969	59,317	34,085	28,254	5,831	54,535	33,262	27,281	5,981
Ten months ending October 1970	57,205	33,250	26,654	6,596	53,825	32,603	25,533	7,070
In ballast: October 1969	4,755	2,720	2,171	549	5,003	2,618	2,150	468
October 1970	5,057	2,586	1,997	589	5,175	2,560	2,053	507
Ten months ending October 1969	58,779	28,909	23,105	5,804	60,673	27,952	22,750	5,202
Ten months ending October 1970	56,588	28,942	22,283	6,659	58,598	28,503	22,646	5,857
COASTING TRADE – UNITED KINGDOM								
With cargo: October 1969	6,764	3,983	3,317	666	6,087	3,663	3,075	588
October 1970	6,076	3,813	3,162	651	5,942	3,626	2,953	673
Ten months ending October 1969	67,109	40,358	33,441	6,917	60,618	38,205	31,380	6,825
Ten months ending October 1970	65,274	39,686	31,866	7,820	60,169	37,856	29,924	7,932
In ballast: October 1969	4,834	2,747	2,188	559	5,285	2,764	2,259	505
October 1970	5,138	2,644	2,044	600	5,438	2,710	2,169	541
Ten months ending October 1969	59,580	29,264	23,366	5,898	63,541	29,578	23,948	5,630
Ten months ending October 1970	57,275	29,305	22,558	6,747	61,374	30,039	23,716	6,323

(†) Commonwealth and Irish Republic

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, P. Box 569, London, S.E.1.

Production Series:

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Clothing and Footwear Shops for December 1970

Durable Goods shops for December 1970

Miscellaneous Non-food shops for December 1970

Miscellaneous Series:

Monthly at £5 5s. [£5.25] a year post free:

Motor Vehicle Registrations for December 1970

A complete list of titles of Business Monitors was last published in the *Board of Trade Journal* on September 23, on page 620.

UK official reserves during January

HM TREASURY announce that the United Kingdom official reserves rose by £73 million during January to stand at £1,251 million at the end of the month. During the month SDR equivalent to £125 million were credited to the reserves, and repayments totalling £94 million were made to the Bank for International Settlements and to the United States, representing the advance repayment of the two final instalments due under the 1966 Basle arrangements.

British Film Fund Agency returns

THE BRITISH FILM FUND Agency has published the following information for the four weeks ended December 26, 1970:

Distributors' earnings submitted	£	£
High cost films	375,065	
Low cost films:		
Eligible (after multiplying by 2½)	27,243	
Not eligible for 2½ times rental	17,150	
		419,458
Films of less than 3,000 ft. (after muitiplying by 2½)		30,915
		£450,373

Levy collections paid to Agency by HM Customs and Excise to January 18, 1971, together with an estimate of collection approximately covering entertainments of four weeks ended December 26, 1970 £342,400

The second interim allocation for the fourteenth distribution period will be at the rate of 40 per cent.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, February 5, 1971 Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Sunday Thoughts Series 18:					
Lost Or Found	Br/E 35322/7/2/76	3	February 3	Rank Film Distributors Ltd.	Religious Films Ltd.
Another Way	Br/E 35323/7/2/76	3	February 3	" " "	" "
A Matter Of Life Or Death	Br/E 35324/7/2/76	4	February 3	" " "	" "
The House That Dripped Blood	Br/E 35326/7/2/76	102	February 3	Cinerama Releasing (U.K.) Ltd.	Amicus Productions Ltd.
Countess Dracula	Br/E 35330/7/2/76	93	February 4	Rank Film Distributors Ltd.	Hammer Film Productions Ltd.
The Raging Moon	Br/E 35331/7/2/76	112	February 4	MGM-EMI Distributors Ltd.	EMI Film Productions Ltd.
10 Rillington Place	Br/E 35334/7/2/76	111	February 4	Columbia Pictures Corporation Ltd.	Genesis Productions Ltd.
Movietone News 2174	Br/E 35234/7/2/76	7	February 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2174A	Br/E 35235/7/2/76	7	February 5	" " "	" "
				FOREIGN	
Arthur Rubinstein – Love Of Life	F 35325	91	February 3	Rank Film Distributors Ltd.	Taurus-Film G.m.b.H., Munich
Jenny	F 35327	89	February 3	Cinerama Releasing (U.K.) Ltd.	A.B.C. Picture Corporation
To Commit A Murder	F 35328	91	February 3	" " "	Gaumont International
Darker Than Amber	F 35329	96	February 3	Twentieth Century-Fox Film Co. Ltd.	Major Pictures Corporation
Hell's Belles	F 35332	95	February 4	MGM-EMI Distributors Ltd.	American International Production Inc.
Rider On The Rain	F 35333	119	February 4	AVCO Embassy Pictures (U.K.) Ltd.	Greenwich Productions, Paris

Exhibitions and Fairs

Big order landed within a few minutes of Long Beach Motorcycle Show opening

A report from Roger James, Vice-Consul (Commercial), British Consulate-General, Los Angeles

IN 1970 the British exhibitors at the Motorcycle and Accessory Trade Show at Anaheim fired some early salvos of the California Trade Drive. It was again this group which led off the second year of the Trade Drive in a joint venture at the Long Beach Motorcycle and Accessory Trade Show (January 7-10) organized by the Department of Trade and Industry and the British Cycle and Motorcycle Association.

There was one newcomer to the British stand – Saracen Engineering of Stroud, Gloucestershire; the other exhibitors were all familiar with the American market. Although not part of the joint venture as in the previous year, both BSA and Triumph had stands adjacent to the official one, which helped to emphasize the strength of the British presence.

1970 was an exceptionally good year for the motorcycle industry and there is every expectation that 1971 will be even better. In 1970, more than three million cycles were registered in the United States, of which more than half a million were registered in California.

The greatest expansion is expected in the family market, as yet little developed, where low priced motorcycles and the increasingly popular mini-bikes are taking a hold. Trail-bike riding is also becoming more and more popular as the leisure-concious Californian seeks new outlets for his increasing amounts of free time. This is, therefore, a continuously developing market, which offers excellent opportunities for the British industry.

Strong representation

The British exhibit was again of a high standard, comparing more than favourably with those of local and other foreign manufacturers, of whom the Japanese were once again strongly represented. There were, in fact, very few notable absentees at a show which has established itself as probably the most important trade show in the Western market.

Of the British exhibitors, Joseph Lucas scored a notable success by taking a sizeable order within a few minutes of the doors opening – sufficient in itself to make their continued representation as the major supplier of electrical equipment to the British Motorcycle industry worthwhile.

As is usual for this type of show however, evaluation of its worth in actual dollar terms will take several months. Mobyke Accessories Ltd. of London, already well established in the market, nevertheless were pleased with their results and the number of dealers who visited their stand.

Although dealer participation was a little down on 1970, the public were admitted for the first time, which gave the British contingent added exposure.

Saracen Engineering, new to the show, although not to the market, found that their trail-bike, especially the prototype of a new machine which will shortly enter production, attracted much interest. Their managing director said that participation had been thoroughly worthwhile and that in the short time he had been in California, he had learnt far more about the market than he could possibly have learnt from England. Associated with Saracen on their stand was Roger Maughling of Roger Maughling Engineering, which supplies parts to Saracen. He, too, on his first visit, was impressed by the potential outlets for his products in California.

Mr. Bert Greeves of Greeves Motorcycles, introduced his company's new 175 cc Pathfinder to an enthusiastic audience. Their Griffon motor-cross models were also on display.

Three versions

Finally, the variety of models displayed on the Norton and AJS stand which included the Norton 120 mph Commando (displayed in three versions) and the AJS Stormer motocross machines, were widely admired. The general manager of the Norton Villiers Corporation were very pleased with this response, particularly in relation to other foreign competition.

Attendance was somewhat down on the previous year. Otherwise the British representatives and the majority of the other exhibitors agreed that it continued to be an essential showcase for their products.

The well laid out stands of the British exhibitors at the Motorcycle and Accessory Trade Show, Long Beach, helped to emphasize the excellent machines available to the American market.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

Impressive increase in British participation at Automotive Engineering Exhibition, Detroit

A report from the British Consulate-General (Commercial Section), Detroit

As was to be expected during the current slow-down of business in the United States, this year's Automotive Engineering Exhibition, held from January 11-14 in Detroit's Cobo Hall as part of the Society of Automotive Engineers' Annual Congress and Exposition, did not come up to the 1970 record number of exhibitors and visitors.

The number of companies having stands at the exhibition was 153, down 23 per cent, and the attendance figure of 25,000 was 14 per cent below that of the previous year.

By contrast, and the subject of favourable comment by a number of interested visitors to their stands, the 14 British firms (exhibiting under the joint sponsorship of the Society of Motor Manufacturers and Traders and the Department of Trade and Industry) represented a 100 per cent increase over the previous year's British participation.

Of the British companies taking part this year, Aeon Products (London) Ltd., Brico Engineering Ltd., GKN International Inc., GKN Forgings, GKN Castings, Hepworth and Grandage and InterEurope Export Publications Ltd., were showing in Detroit for their second consecutive year.

For GKN Fasteners, GKN Sankey, GKN Transmissions, Jointine Products Co. Ltd., Milshaw Hydraulics Ltd., Vandervell Products and Wellworthy Ltd., this was their first appearance at the SAE event.

Two reasons

The British exhibitors were in Detroit for one of two reasons, either to consolidate the position they have already established as suppliers to the United States industry and to confirm their intention of continuing in that role, or to bring to the attention of United States automotive executives their product line and manufacturing facilities and to demonstrate their serious interest in securing business in this extremely demanding market.

This impressive appearance of British manufacturers, participating in the Detroit show without regard to cyclical changes in the industry and seeking business through well-designed and effective presentations, came at a time when United States vehicle manufacturers are showing increased interest in purchasing abroad.

General Motors, Ford, Chrysler and American Motors have all launched 'sub-compact' cars in an effort to stem the growing incursion of foreign marques (15 per cent of 1970 total car sales went to 'imports', in December the figure was 20 per cent) and the disparity between labour costs in the United States and in the car-exporting countries has forced the car builders to seek economies in the cost of manufacturing in order to remain competitive in price.

One means of cost-saving is through overseas procurement of component parts or a finished vehicle, and visitors to the SAE Exhibition were able to see examples of these methods in the Ford 'Pinto' for which Britain is supplying the engine, steering gear and other components, and in the Chrysler 'Cricket' which is imported from Britain in finished form.

The 'Pinto' and 'Cricket' on display at the show drew a good deal of attention and lent added significance to the presence of 14 British manufacturers of components incorporated in those vehicles.

International nature

An indication of the international nature of the event was the approach made to one British exhibitor by companies from Mexico and West Germany interested in distributing the British product range in their respective countries.

Apart from the 14 British companies participating under the joint venture scheme, Joseph Lucas and Renold Ltd. exhibited independently and added to the widest range of British products ever to be shown to United States automotive manufacturing executives.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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Department store buyers impressed by quality of exhibits at children's display . . .

A report from Robina Colville, Vice-Consul (Commercial), British Consulate-General, Los Angeles

ON THE last leg of their visit to the United States, eight members of the National Children's Wear Association exhibited at the Sheraton West Hotel in Los Angeles from January 14-16. The group was ably led by their experienced director, James Law, and having already had rewarding stops in New York and San Francisco they were in a happy frame of mind in Los Angeles.

A number of department store buyers visited the display and seemed very impressed with the quality and variety of the merchandise. Buyers from two large department store chains, who visited the display, stayed for several hours at a time and either booked orders on the spot or arranged to visit the manufacturers at their home base during the first three or four months of the year.

The Scottish firm of Rally Klad aroused a lot of interest with their cashmere tartan fabrics and ingeniously designed pant suits and knickers for little girls. This firm had practically to fight off offers for representation and Mr. R. Lawson, their director, was one of the busiest men in the group.

Dr. Benjamin Gerrard, the managing director of F. J. Bacon Ltd., displayed tartan skirts and kilts for all age groups, as well as outfits in different check designs. Dr. Gerrard, who was acompanied by his wife on the tour, was commended by visitors for his knowledge of the American market and his efficient distribution arrangements.

Best in the world

Mr. D. Leigh of Truly-Fair Ltd. and Mr. Jack Franses of Franses Fils & Hassid Ltd. concentrated on the coat market for various age groups and upheld our tradition for being the finest children's coat producers in the world.

J. Watson Furs Ltd. are well known in the United States for fun furs for children and Mr. J. Watson was in the happy position of having some established customers in the area, while Mr. J. Robins of Robins Ltd., who displayed an interesting range of leather coats for pre-teens and teenagers, said that buyers had arranged to see him in London in a month or two.

Dresses for the older age groups were exhibited by David Rome Ltd. Peter Memphis's high fashion boys' clothing proved of interest to buyers in the Beverly Hills area.

Discussing garments at the National Children's Wear Association Show in Los Angeles are (l. to r.) Mr. John Brown, British Consul (Commercial); Mr. Jack Franses of Franses Fils & Hassid Ltd., London; Mrs. Andrew Franklin, wife of British Consul-General; and Mr. James Law, Director of National Children's Wear Association.

. . . and the 'London look' is a hit in New York

A report from the British Trade Development Office, New York

FOR THE sixth consecutive year, the National Children's Wear Association presented the latest London fashion look for toddlers to teens at the McAlpine Hotel in New York from January 3-10.

In spite of the generally depressed state of the United States apparel market, the group on the whole was pleased with the results achieved and several firms were outstandingly successful.

Mr. James Law, director of the NCWA in conjunction with British information services decided this year to concentrate the group's promotion and publicity efforts on a more personalized approach to buyers combined with advertising in the two leading trade journals, *Daily News Record* and *Women's Wear Daily*.

This resulted in two advance stories in each publication, and sketches and additional items on the first two days of the showing. This unusual amount of publicity was undoubtedly successful in arousing interest in the showing and in bringing in the buyers.

Styling and quality

Although it was perhaps disappointing that the group did not represent a better cross-section of the children's wear trade (no layette or infants' wear firms were represented and only one dress manufacturer) the tweed and fur coats, teenage dresses, Scottish kilts and sportswear and boys' wear shown by the eight participating firms were admired by buyers for their styling and quality.

It was again significant that firms who have persevered in selling to this market for a number of years have shown increasingly good results.

However, two first-time exhibitors, one a manufacturer of very high-styled boys' wear and the other offering a co-ordinated range of Scottish sportswear – kilts, ponchos, knickerbockers, scarves and tammy's in fine wool and cashmere plaids – attracted much favourable interest resulting in very satisfactory orders.

As is usual with the United States market, much business remains to be confirmed in London when buyers, who saw the lines in New York, arrive for their annual buying trips.

The group, whose visit to New York was arranged under joint venture terms with the Department of Trade and Industry, also showed their collections to buyers in Los Angeles and San Francisco.

Moscow Vegetable Cultivation Exhibition may provide export opportunities

A report from the British Embassy, Moscow

A RESOLUTION adopted by the Central Committee of the Communist Party of the Soviet Union on July 3, 1970 called for increased agricultural production in the new five-year plan period 1971-75. Although the highest priorities appeared prima facie to be accorded to fertilizer, chemical, livestock and dairy production, as well as to irrigation, Mr. Brezhnev, the General Secretary of the Party, also promised much greater attention in the field of vegetable production, processing and storage.

Mention was also made of plans to create large new vegetable farms working with a high degree of mechanization in order to satisfy more fully within the next few years the increasing needs of the population.

Although by far the greater part of the equipment needed for the planned increase in mechanization of Soviet agriculture is likely to come from internal resources, there could well be opportunities for British exporters in various fields.

An indication that this could be the case in the field of modern techniques for the mechanization of processes in vegetable production is provided by the specialized exhibition on this theme (entitled 'Ovoshchevodstvo' – Vegetable Cultivation), which is to be held in Moscow from August 18-30).

End-users

Such exhibitions provide an ideal opportunity for British firms who wish to enter the Soviet market since they provide the only way of contacting the whole range of possible end-users and customers (e.g. factory managers, technical directors and engineers of enterprizes).

Apart from any immediate impact which may be made, participation in such exhibitions can bear unexpected fruits in the longer term, and appropriate British firms are therefore advised to consider carefully participation in the above mentioned exhibition. (Full details may be obtained from Mr. J. R. Schaffer, Fairs and Promotions Branch, Department of Trade London, E.C.4 (Tel. 01-248 5757, Ext. 7246).) and Industry, Hillgate House, 26 Old Bailey, London, E.C.4 (Telephone 01-248 5757, Ext. 7246).)

Mr. Phil Gold and Mr. Bernard Spiegel from Peter Memphis in conversation with Mr. Irving Ostroff of 'Alans', Phoenixville, at the display of children's garments in New York. *(see facing page).*

Export show for American trade visitors

THE FIRST major exhibition to be mounted at The Design Centre London specifically for trade buyers from a particular country was due to open on February 8 for eight weeks.

Called 'UK to USA', the exhibition will provide what is claimed to be a unique service to American trade visitors by showing a number of new items, which have been chosen by the Council of Industrial Design for their high standard of modern design.

The exhibition will occupy the whole of the ground floor of The Design Centre and will include tableware, furniture, toys, floor-coverings, jewellery, giftware, lighting and textiles.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146).

Just how important is a visit to Hanover?

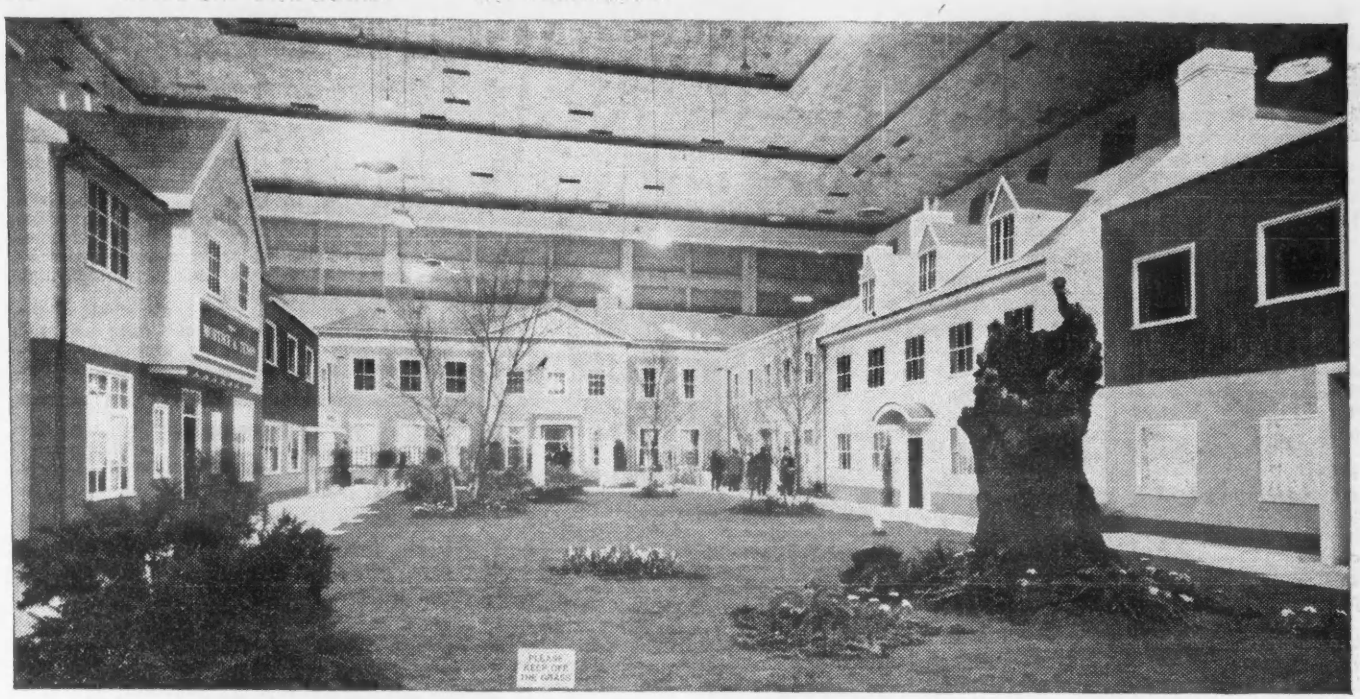
Important enough, it seems, since the number of visitors and the average time they spend in Hanover increases year by year. A 4-day business trip to the Hanover Fair is now the average. What is the explanation for this constantly growing interest? There are many reasons. Hanover offers the latest exhibition goods and represents a multitude of the most varied trade fairs within a fair. But, most important of all, it gives the visitor the opportunity to make contacts and gain information on a world-wide basis.

If you wish to invest in success: Hanover Fair.

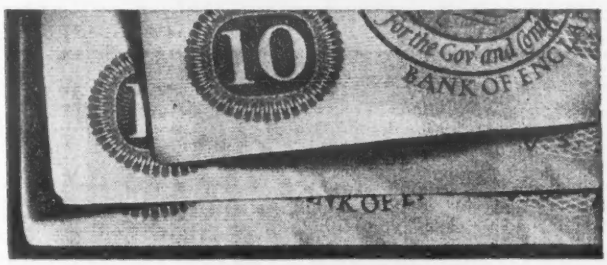
HANOVER FAIR 1971

Thursday, 22nd April — Friday, 30th April

For further information contact:
SCHENKERS LIMITED, Royal London House, 13 Finsbury Square, London, E.C.2. Tel: 01-628 7050



Focal point of this year's International Furniture Show at Earls Court (February 1-5 and 8-11) is a 'Living Homes' feature, representing a village environment. It comprises houses of different periods and styles set around a village green complete with duck pond. About 300 exhibitors, occupying 23,000 square metres of stand space, are displaying their products. In addition to British firms there are exhibitors from Belgium, Denmark, Canada, Spain, Sweden and Russia.



Save big money on European exhibitions.

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Gielissen just don't have strikes. And because you are not using the docks you can forget their troubles. If you call in Gielissen for your next European exhibition you'll get the stand you want, where you want it, and when you want it. Call us in London and we'll tell you more about it.

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Because Gielissen do everything, you don't have to hire designers, photographers, copy writers or building contractors yourself. You write just one order, pay just one invoice.

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Managing Director, GIELISSEN LTD. 653, Grand Buildings, Trafalgar Sq., London W.C.2. Tel: 01-930 6638.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful Air Mail Leaflet which gives postage rates, times of transmissions ing order can be placed for its regular delivery.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

France and Czechoslovakia

THE FRENCH *Moniteur du Commerce International* of January 18 published details of the Protocol for the year 1971 within the terms of the five-year Trade Agreement of February 23, 1970, between France and Czechoslovakia, setting out particulars and amounts of the bilateral quotas between the two countries for this year.

Under the Protocol, Czechoslovak exports to France will include horses for slaughter, and agricultural products, chemical and pharmaceutical products, paper and paper board, fabrics and clothing, machine tools and ball bearings, while French exports to Czechoslovakia will include meat and milk produce, agricultural products, chemical and pharmaceutical products, textile products, plant and industrial equipment, iron and steel products, cars and spare parts and precision instruments.

A copy of the Protocol in French may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423, 408, 288).

France and Poland

THE FRENCH *Moniteur du Commerce International* of January 18 published details of the protocol for the year 1971, within the framework of the long term Trade Agreement of December 23, 1969 between France and Poland, setting out particulars and amounts of the bilaterial quotas between the two countries, for this year.

Under the protocol, Polish exports to France will include horses for slaughter, agricultural products, plant and machinery, machine tools, chemical products, fabrics and clothing, while French exports to Poland will include plant and industrial equipment, iron and steel products, mechanical, electrical and aeronautical materials including refrigerating equipment for the chemical industry, chemical and agricultural products.

A copy of the protocol in French may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423, 408, 288).

Iran and Bulgaria

THE IRANO-BULGARIAN Trade and Payment Agreement concluded on February 9, 1967 has been extended for a period of six months from January 1 to the end of June 1971.

Inquiries from British exporters about this notice may be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 466 and 467).

From this summer Wedgwood fine bone china tableware will be airborne in Jumbo Jet aircraft. Qantas, the Australian airline, is taking delivery of nearly 250,000 *items in fine bone china, specially designed to incorporate the 'flying kangaroo' motif in* 22-*carat gold. Initially this will be used by first-class passengers in* 747*B airliners – and gradually phased into use throughout the Qantas fleet. The order is the largest for bone china ever placed in Australia.*

Nigeria and Guinea

PRESS RELEASE No. 63 issued by the Nigerian Federal Ministry of Information on January 20 contained the following details about the trade agreement signed recently between Nigeria and the Republic of Guinea.

The Nigeria-Guinea trade agreement was brought into force when Instruments of Ratification were exchanged in Conakry recently. The agreement was signed on behalf of Nigeria in April 1968 in Conakry by Shottima Ali Monguno, Federal Commissioner for Trade and Industries.

As a result of the agreement, Nigeria expects to export increased quantities of primary products and manufactured goods in exchange for a number of Guinean commodities.

Though the Trade Agreement has a perpetual validity, a proviso for termination was also written into it.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064), quoting reference CRE 32817/G.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Afghanistan, Malawi, Pakistan, Jamaica, Lower Gulf States, USSR and the Federal Republic of Cameroon have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room C07, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional office of the DTI.

Export opportunities: Export Intelligence Service

Because of disruption of postal service from January 20, Export Services Division of the Department of Trade and Industry has been unable to despatch intelligence to the subscribers to the Export Intelligence service.

The following is a list of Export Opportunities that would have been despatched in the Service in the normal course of events for February 1-4. The names and addresses of the overseas inquiries to whom the exporters should reply can be obtained from Export Service Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Telex No. 886143. Answer back Bothillgate London) or at any of the Department's Regional Offices or its Offices for Scotland and Wales. Subscribers to EIS, within a reasonable distance of these offices, may wish to know that facilities exist for them to call and examine all the intelligence that would have been available in the normal service.

SPECIFIC EXPORT OPPORTUNITIES

Australia:
Cable
Cables
Go Kart accessories
Hardware
Printer-reader
Stator winding
Tools
Vacuum flasks

Austria:
Paper disposables

Belgium:
Steel strip

Berlin:
Form cutters
Oil refinery equipment

Bulgaria:
Looms for narrow fabrics

Canada:
Darkroom equipment
Glass blowing shop equipment
Ice augers
Laboratory equipment
Machine shop equipment
Tablecloths

Ceylon:
Grinding plant
Weighbridge

Chile:
Boat

Colombia:
Fruit processing equipment

Cuba:
Machines for polishing metals

Denmark:
Locks
Steel tubing

El Salvador:
Chinaware
Glassware
Silverware

Ethiopia:
Soda water plant

France:
Confectionery
Drying machines
Food preparations
Quicklime

Germany:
Ammunition
Aquaria accessories
Bags
Bimetals, valves and clips
Brass rod
Car accessories
Carpeting
Chemicals
Confectionery machinery
Domestic cleaning materials
Electronic components
Felting materials
Filters
Fire-fighting equipment
Foodstuffs
Forgings
Gift articles
Glycerine
Heating appliances
Hot water bottles
Hunting equipment
Medical apparatus and disposables
Medical appliances
Medical instruments
Moulded compounded insulation materials
Pen parts
Plastic aquaria
Plastic granulate
Plastic granules
Poly (vinyl chloride) emulsion
Pumps
Rolling mill equipment
Roofing materials
Roof-racks and covers
Rubber matting
Sanitary installations
Scale removing machines
Sharing blades
Slabs
Stockings
Taps
Thermometers
Tropical fish
Valves
Wallpaper
Whisky
Yarns

Germany/UAR
Aluminium ware

Iceland:
Camping furniture

India:
Bearings
Brush-making machinery
Chemicals
Enamelling plant
Fuses
Silver steel
Steel
Steel rollers
Steel sheets, plates and coils
Steel strips, bars and sheets
Testing equipment
Vanillin
Wire drawing machines

Irish Republic:
Carpet felt
Carpet fibre
Cast iron porcelain basin brackets
PVC profiles

Israel:
Beacons
Increase in the production of lubrication oils and paraffin

Italy:
Aluminium sheet
Electrical contact points and plates
Monitoring units
Quartz tubes manufacturing machinery
Spirometers
Sport goods
Vehicle spare parts

Jamaica:
Valves for gas cylinders
Wax candles

Japan:
Gemstone working machinery
Gem testing and inspecting machinery
Heaters for greenhouses
Imitation jewellery
Jewellery books
Precious and semi-precious stones
Prefabricated greenhouses
Toy cars

Jordan:
Chemicals
Mineral rubber
Plastic battery separators

Kuwait:
Baby foods
Baby scales
Cosmetics
Gloves
Hand tools
Hardware
Paints
Pharmaceuticals
Vacumm flasks

Malawi:
Baling wire
Polythene tubing

Malaysia:
Books and periodicals
Brick-making machine

Nigeria:
Hardboard and fibreboard manufacturing machinery
Tomato puree processing plant

Pakistan:
Battery manufacturing plant
Chemical plant
Flour mill
Ice plant
Leather goods manufacturing plant
Machinery for manufacture of synthetic resin
Pharmaceutical manufacturing machinery
Printing press
Rice mill
Soap manufacturing plant
Waste cotton spinning mill

Portugal:
Electrical appliances

Qatar:
Fabrics

Romania:
Mining and geology services

Is the Tender you have received from abroad all Greek to you – or just double Dutch?
Then, dear Tender people, why not have it translated by

B.W. INSTRUMENTS AND TECHNICAL SERVICES LIMITED, Translation Dept., 593 Green Lanes, Palmers Green, London, N.13. (Telephone: 01-886 4866)

OR

LANGUAGE TRANSLATION SERVICES, 5 Marsh Street, Bristol BS1 4AA. (Telephone: Bristol 21381)

Saudi Arabia:
Clothing
Footwear
Handbags

Sierra Leone:
Dyes
Glue
Leather
Tacks

Singapore:
Chinaware
Stainless steel kitchen equipment
Rayon yarn

South Africa:
Language laboratory supplies
Vacuum cleaning equipment for port bulk
Loading plant

Southern Yemen:
Dresses
Trouser suits

Spain:
Steel tubes

Sweden:
Building materials
Chromium and tungsten carbide blanks
Cleaning machines
Electric motors
Hooks
Pullovers
Saw mill equipment
Vacuum packing machines

Switzerland
Clothing
Pullovers
Rear axle
Roller chains
Speed reducers

Turkey:
Grain treatment equipment

Tunisia:
Chinaware
Cosmetics
Cutlery
Dictating machines
Fans and ventilators
Meters
Mixers
Razors
Record players
Refrigerators
Tape recorders
Toilet preparations

Trucial States:
Oysters

United States:
Chemicals
Components and materials for gas and electric cookers
Couplings
Doorknobs
Fishermen's wear
Giftware and novelties
Knitwear
Lock-key assemblies
Petrol engines, pumps
Pipe fittings
Porcelain forms
Pressure gauges
Refrigeration condensing units
Shirting
Steel ingot moulds
Surgical instruments
Weighing and conveying equipment

Yugoslavia:
Builders' hardware
Construction equipment
Drilling rigs
Generators
Pumps
Recording equipment
Tools
Vehicles

Zambia:
Conduit fittings
PVC tape
Steel round bar

MARKET POINTERS

Ethiopia:
Abattoir equipment

Canada:
Building project
Proposed new 65-bed hospital, Twillingat, Newfoundland
Laboratory construction, University of Manitoba
Loans to be made to footwear industry
Proposed convention hotel, Halifax, Nova Scotia
Sewage disposable plant
Sports complex

Argentina:
Hospital equipment

Australia:
Port Kembla Harbour development scheme

Austria:
Distillation plant at OMV refinery, Schwechat

Brazil:
Building of a new hospital at Sao Paulo
Expansion of cement production, Montes Claros
Expansion of Port of Santarem
River transportation of iron ore

Taiwan:
Extension and improvement of power transmission and distribution facilities

France:
Development of Calais area as tourist complex
Port development, Calais

Chile:
Livestock/dairy trading opportunities

Denmark:
Container crane

Ecuador:
Road construction equipment

Cyprus:
Setting up a small steel mill and rolling plant

Colombia:
Electrical equipment
Telephone service
Water supply system

Democratic Republic Congo:
Camping materials
Clothing
Marine equipment
Feeding and watering quipment

Cyprus:
Hospital construction north of Nicosia
New abattoir for Nicosia

Germany:
Widening of navigation passage in Rhine

Israel:
Increase in the production of lubricating oils and paraffin

Italy:
Expansion of the civil hospital of Nervi

Nigeria:
Road development in Nigeria
Western State of Nigeria development plan

Malta:
Oil exploration

Niger Republic:
Improvement and expansion of the telecommunications network of Niger

Peru:
Activated clays
Agricultural development
Air conditioners
Ball bearings
Blast furnace and coke oven
Builders' hardware
Cables
Chemical plant
Chemicals
China clay
Condensers
Diesel engines
Driving chains
Electric hand tools
Electric motor starters
Electric components
Extractor plant
Food processing plant
Froth flotation agents
Generators
Glass frits
Hand tools
Machine tools
Mining machinery
Motor accessories
Packaging machinery
Paper-making plant
Pigments
Polyester cables
Porcelain insulators
Pressing plant
Quay construction
Rail freight wagons
Steel plant
Tara extract
Welded sections

Kuwait:
List of projects

Netherlands:
Natural gas transmission pipeline from Schlottere to Ommen

Portugal:
Tourist complex development

Sierra Leone:
Specialized vehicles

Sweden:
Expansion of timber mill at Skutskar
The Swedish market for photographing equipment

St. Kitts:
Furnishings
Kitchen equipment

Tanzania:
Construction of a sawmill in Tanga
Matches making machinery

Turkey:
Milk processing plant
New cotton factory

Uganda:
Demand for taxi meters in Uganda
Expansion of Export and Import Corporation

Zambia:
World Bank education project

AGENCY INQUIRIES

Australia:
Ceiling fans
Cotton fabrics
Household furniture
Linen fabrics

Austria:
Fabrics
Upholstery fabrics
Paper disposables
Household goods
Rubber articles
Tents and camping equipment

Bahamas:
Cutlery
Salted beef
Textile fabrics
Fresh frozen poultry

Belgium:
Cotton linings
Furnishing fabrics
Self-adhesive tapes

Belgium/Luxembourg:
Anti-pollution equipment

Canada:
Chocolate products
Confectionery
Cosmetics
Diesel or electrically driven compressors
Hand wheels
Jams and jellies
Machine tools
Perfumes
Toiletries
Woodworking machinery

Ceylon:
Pumps
Steel
Water treatment plant

Cyprus:
Aluminium

Denmark:
Airhouses
Louvres
Steel tubing
Metal and woodworking machinery

France:
Agricultural machinery spares
Builders' supplies
Dressing gowns
Drying machines
Ferrite cores
Gloves and drive chains
Knitwear
Locks and hinges
Motor cycle parts
Rubber goods
Tools
Valves

Fiji:
Chocolate bars
Clothing
Fabrics
Groundnuts
Lace
Ribbons

Finland:
Clothing

Germany:
Amplifiers
Aquaria accessories
Cement-making machinery
Decorative ceramics
Domestic holloware
Dresses
Educational toys
Electronic laboratory apparatus
Electrotechnical products
Fruit
Giftware
Glassware
Gums and elastomers
Knitwear

(*Continued on next page*)

EXPORT OPPORTUNITIES, *continued*

Loudspeakers
Machine tools and ancillaries
Machine tools and accessories
Meat
Metals
Plastic aquaria
Plastic articles
Plastic products
Plastic products and extrusion machinery
Pollution control, air and water purification equipment
Roof-racks and covers
Rolling mill equipment
Rubber accelerators
Rubber sheets
Sharing blades
Space heaters
Table mats
Tall oil
Trays
Tropical fish
Vegetables
Woollen fabrics

Greece:
Dishwashing machines
Grills
Hosiery fabric
Knitwear
Machine tools
Packing machinery
Potato peeling machines
Refrigerators and parts
Textile machinery
Umbrellas
Woodworking machinery
Zinc

Iceland:
Terry towels

Irish Republic:
Plastic nurseryware
PVC profiles

Israel:
Electrical connectors
Electrical equipment

Italy:
Arc furnace crowns
Clothing
Dressings
Earth moving equipment
Footwear
Furnaces
Hearing aids
Knitwear
Refractories
Refractory bricks
Refractory materials

Jamaica:
Wax candles

Japan:
Medical and surgical instruments
Refrigerators

Kuwait:
Advertising and gift articles
Hand tools
Hardware
Paint
Clothing
Cosmetics
Food mixers
Imitation jewellery
Perfumes
Textiles
Toiletries
Washing machines
Wigs

Lebanon:
Steel nuts

Malaysia:
Drying equipment

Morocco:
Cable

Nigeria:
Locks

Norway:
Knitwear

Portugal:
Baby foods
Ball point pens and refills
Canned fish
Catering equipment
Clothing accessories
Confectionery
Cosmetics
Creams
Dietetic foods
Domestic electric appliances
Dry cell batteries
Fish
Floor tiles
Fur fabrics
Jams
Jellies
Laboratory equipment
Leathercloths
Mosaics
Motor vehicle accessories
Mustard
Optical equipment
Paper products
Perfumery
Pharmaceutical products
Rubber goods
Rubber hoses and plates
Salad mayonnaise
Sauces
Toilet preparations
Tools
Wall coverings

Singapore:
Baby car seats
Bicycle pumps
Cotton braid bands
Electrical components and accessories
Electric domestic appliances
Fabrics
Insecticides and fungicids
Marine equipment
Medicants
Scientific apparatus
Sewing machine
Teak veneers
Vitamins
Wire letter trays

South Africa:
Clocks
Navigational aids
Timers
Watches

Spain:
Foundry supplies

Sweden:
Clothing
Cooling flanges
Control equipment
Control equipment
Electronic components
Environmental instruments
Heat dissipators
Insulation sleeving
Measuring instruments
Office and school supplies
Piece-goods
Plastics machinery
Relays
Trouserings
Valves

Thailand:
Birth control drugs
Cosmetics and toilet articles
Filters
Hosiery
Linen

Trinidad/Tobago:
Fabric wall coverings

Tunisia:
Chinaware:
Cosmetics
Cutlery
Dictating machines
Fans and ventilators
Mixers
Razors
Record players
Refrigerators
Tape recorders
Toilet preparations

Uganda:
Conduit pipes
Cookers
Fans
Street lighting fittings

United States:
Educational aids and equipment
Hand tools
Knives
Machine tools
Mylar Douglas bags
Transmission and drive units

Zambia:
Conduit fittings

CALLS FOR TENDER

Afganistan:
Tractors, agricultural

Algeria:
Agricultural machines
Dust removal units
Feasibility study – automation
Glass processing plant
Pumps
Printing machinery

Argentina:
Construction of laying gas pipe line
Dredgers

Australia:
Ammeters
Balance
Centrifuge
Circuit breakers
Construction of sub-station
Construction of water treatment plant
Filters
Galvano cautery set
Laboratory incubator
Locomotives
Motor starters
Operating theatre lamp
Osmometer
Pipe specials
Pumping units
Radiographic unit
Semi-micro analytical balance
Switchboard
Switches
Telephone exchange
Transformers
Valves
Vehicles
Water meters
Water bath

Bolivia:
Bearings
Circular saw
Diamond drill spare parts
Electrode regulating equipment
Plastic joints and sockets
Steel grinding balls
Steel, structural

Brazil:
Irrigation study
Matallic coard clothing manufacturing
Road construction equipment and vehicles
Substation
System
Water suppy equipment

Burma:
Analyser
Aluminium foil
Asbestos materials
Asphalt
Ball bearings
Battery plates and separators
Belting
Belting and belt lacing
Bowman's safety accessories
Boiler tubes
Brass rods and sheets
Brass sheet, shims and rods
Bronze bars
Builders hardware
Butter cutter
Cable
Cable boxes
Calcium carbide
Chemicals
Circuit breakers
Clothing
Compressors and spare parts
Conveyor belting
Copper rods
Copper sheet
Cotton waste
Cutting off wheels
Demineralizing plants
Drawing equipment and materials
Electrical equipment
Electrical fixtures and accessories
Electrical supplies
Electric motors, starters and light
Fetting discs
Fittings
Files
Firebricks
Fireclay
Fire hose and accessories
Fire fighting equipment
Fuses and fusegear
Foundry cut sprigs
Garage workshop equipment
Gears
Glue powder
Grinding wheels
Heaters
Hoist
Hoses
Iron sockets
Insulating materials
Lamps
Lamp holders
Lamp pilot dial
Lifebouys
Lightning arresters
Lightning arresters and accessories
Machine tools
Measuring tools
Microscope
Nails
Nuts
Nuts and bolts
Ovens
Packing
Paper transfers
Petrol pumps
Pins
Pipe bending machine
Pistons
Plates
Polystyrene
Pressure gauges
Radio Components
Railway rolling store suppies
Railway rolling stock spare parts
Railway ticket dating machine cylinder
Refrigerant
Resistors
Rods, welding

Rubber water hose
Rivets
Screws
Soldering iron
Split pins
Staples
Steel beams and channels
Steel castings
Steel dipping tapes
Steel flats, sheets, bars, angles
Steel nuts, bolts, castings
Steel rods
Steel shaftings
Steel sheets, angles and flats
Steel wire rope
Spectograph
Tacks
Tacks, panel split pins, screws, bolts and nuts
Testing and measuring equipment
Textiles
Textile tester
Tin ingots
Tools
Tubings
Twist drills
Vacuum exhauster
Valves
Vehicles
Washers
Weaving and spinning accessories
Welding rods
Welders accessories
Welding tools
Wire
Wire, nich rome
Wire rope
Yarns and fibres

Cameroon:
Agricultural equipment
Construction of schools
Fertilizer
Insecticides
Renovation of railway line
Sewage treatment plant

Ceylon:
Cans
Construction equipment and machinery
Draughtsman's supplies
Platform trucks and trailers
Projectors
Pumps
Rayon cord
Seed drills
Time recording clocks and cards

Canada:
Construction of library, garage and other structures

Chile:
Film fixer and developer
Gelatine capsules
Penicillin
Pharmaceuticals
Pumps and pumping equipment
X-ray films

Colombia:
Copper wire
Radio telephone equipment

Democratic Republic of Congo:
Wire fencing

Costa Rica:
Camera
Dental equipment
Laboratory supplies
Medical supplies
Microwave equipment
Oxygen chambers
Pharmaceuticals
Projector
Road working machinery
Tracheotomy tubes

Cyprus:
Pipes and specials
Wood processing complex

Ecuador:
Boats, fishing
Power station equipment
Vehicles

El Salvador:
Valves and accessories

France:
Construction of motorway

Germany:
Construction of bridge
Construction of NATO facilities
Hospital equipment

Ghana:
Railway rolling stock

Greece:
Circuit breakers
Dental chairs
Fans
HF and VF measuring instruments
Hospital inter-communications system
Laboratory apparatus
Peat
Pharmaceutical and microbiological products
Waxes and silicones

Honduras:
Armor rods
Cable
Locomotives

India:
Aluminium wire bars/ingot bars
Air conditioning equipment
Alloy sheets
Cable reeling drums
Construction of caustic soda/chlorine plant
Construction of road bridge
Copper tubing
Dredger
Fishing tools
Frequency converter
Inconel alloy tubes, sheets and plates
Magnesium metal
Multiratio reversible gear box
Pig lead
Plates and tubes
Pumps
Tug
Radiation measuring and detecting instrument
Radial gates and frames
Rolling stock wheelsets
Steel castings and forgings
Steel sheets
Tyres

Iran:
Road maintenance vehicles and equipment
Switchboards

Iraq:
Air compressors
Electrical overhead mains
Dyestuffs and chemicals
Fishmeal
Jute yarn
Paper
Razor blades
Textile yarn
Yarn, semi-worsted

Irish Republic:
Lifts
Radio equipment

Jordan:
Cable and equipment
Cloth, mutton
Flour
Spraying apparatus

Kenya:
Medical supplies

Korea:
Dyestuffs
Food preparation machinry
Inks
Mutton processing equipment
Packaging machinry
Power plant quipment
Printing machines
Resin
Zip fastener manufacturing machinry

Kuwait:
Cable
Containers
Copper conductors
Cupro/nickel tubes
Electricity joint boxes and cutouts
Furniture
Hole openers and accessories
Launch-survey/recrational
Overhead line materials
Paper
Petrol and oil refining equipment
Pipes
Pumps
Stationery
Steel and chrome pipes
Steel pipes
Tri-ethylene glycol
Tyre retreading materials
Tyres and tubes
Vehicles
Wooden poles and kicking blocks

Laos:
Construction materials and equipment
Contractors' plant

Lebanon:
Cloth for uniforms
Fork-lift truck
Sewer cleaning unit
Traffic light posts

Lebanon/UAR (Egypt)
Submarine cable link
Vehicles
Water purification equipment

Libya:
Construction of a road
Construction of substation
Laboratory equipment
Telephone cable network
Transmission line installation

Malaysia:
Antibiotics
Cables and jointing boxes
Electricity distribution equipment
Switchgear and ancillary equipment

Malta:
Mild steel round bars

Malagasy Republic:
Port extension project

Mexico:
Carrier equipment
Terminal insulation materials
Insulators and columns
Transformers
Transmission

Morocco:
Medical instruments and supplies

New Zealand:
Band saw
Crane
Towels

Nepal:
Construction of bridge
Construction of bridges

Nigeria:
Shackle insulator and 'D' irons

Pakistan:
Aluminium hydroxide
Bottles
Brushes
Cable joint boxes
Caustic soda
Concrete mixers
Cupro nickel alloy
Electric siren
Laboratory apparatus
Laboratory equipment
Photographic equipment
Radar
Railway sleepers
Refrigeration plant
Steel angles
Steel hoops
Water tenders
Water treatment plant
Welding electrodes
Wooden sleepers

Panama:
Generating sets
Construction of hospital

Papua/New Guinea:
Copy film
Gabions
Mattresses

Portugal:
Holloware
Kitchen hardware
Tableware

Saudi Arabia:
Cables
Equipment for vocational training
Centres
Installation electric network
Street lighting

Singapore:
Cable bearers
Metalworking machines
Plumbing machines equipment
Solder resin
Typewriters

South Africa:
Cable
Capstan lathe
Fume extraction units
Heating plant
Hooters
Horizontal press
Hospital supplies
Jacks, telescopic
Jacks
Lathe
Machine tool
Mortice machines
Needles
Pipe and bolt screwing machines
Press studs
Screws and thimbles
Shot blasting cleaning plant
Surface and thicknesser machines
Tape
Thermometers
Threading machine

Sudan:
Barbed wire
Pumping sets

Syrian Arab Republic:
Cables
Catalyst tubes
Electrical testing apparatus
Parts of power operated pumps
Pumps
Trolley buses

Taiwan:
Bronze wire cloth
Buoy fittings
Infra Radiator and heater lamp
Machine tools
Oil filter and test equipment
Perforator tape
Pressure gauge
Radio equipment
Reconstruction of power station equipment
Steel sheets, strips and plates
Welding machines

(Continued on next page)

EXPORT OPPORTUNITIES, *continued*

Thailand:
Breaker
Cable
Conductor
Construction equipment
Dragline
Education equipment, vocational
Testing equipment
Transformers
Vocational education equipment
Wagon drill

Tunisia:
Cigarette filters

Turkey:
Aluminium
Calculating machines
Circuit breakers
Grinders
Laboratory equipment
Steel sheet tubes

UAR (Egypt):
Alumino thermique welding equipment
Corrugated board box plant
Heddle manufacturing machinery
Machinery
Pig iron
Shuttle making machinery
Textile machinery
Tin
Wireworking machinery

United States:
Cable
Circuit breakers
Spectacle cases

Vietnam:
Crown cap manufacturing machine:
Motor accessories
Packaging machinery
Paper-making plant
Pigments
Polyester cables
Porcelain insulators
Pressing plant
Quay construction
Rail freight wagons
Sand
Tara extract
Steel plant
Welded sections

Yugoslavia:
Air-conditioning equipment

Zambia:
Electric motors
Sewing machines

MANUFACTURE UNDER LICENCE

Germany:
Electronic and/or optical precision instruments
Pharmaceuticals
Steel construction, hydraulic and electro-medical equipment

Italy:
Earth-moving equipment

Peru:
Activated clays
Air conditioners
Ball bearings
Blast furnaces and coke oven
Builders' hardware
Cables
Cement
Chemical plant
Chemicals
China clay
Condensers
Diesel engines
Diving chains
Electric hand tools
Electric motor starters
Electronic components
Extractor plant
Food processing plant
Froth flotation agents
Generators
Glass frits
Hand tools
Machine tools
Mining machinery

Romania:
Mining and geology services

Sweden:
Clothing
Dresses
Skirts
Slacks

Tunisia:
Tourist development projects

GENERAL INFORMATION

Argentina:
'Buy Argentina' law

Idonesia:
State trading companies

Israel:
Law of contracts

SUCCESSFUL BIDDERS

Ceylon:
Starch

Turkey:
Milking plant

Report on Overseas Trade

Prepared by the Statistics Division of the Department of Trade and Industry

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the January 13 issue of Trade and Industry. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii, October 7 issue* Board of Trade Journal*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).*

EXPORT TOURS

Computer users in Moscow

FOUR big users of International Computers equipment flew to Moscow recently to talk to the Russians about the use of computers in light industry. They are Dr. Richard Horsnell, of the Co-operative Wholesale Society, Manchester; Mr. Alfred Johnson of EMI Ltd.; Mr. John Ludbrook and Mr. Peter Dunn of Heinz Ltd.; and Mr. Gordon Pitt of K Shoes Ltd. They attended a three-day light industries tsymposium at Gosplan's computer centre in Moscow. The symposium was the first of a series to be organized jointly by Gosplan and ICL.

Gosplan, the Soviet State Planning Committee, has a System 4.70 installation.

Husband-and-wife survey

MR. AND MRS. GORDON BAXTER, chairman and director respectively of W. A. Baxter and Sons Ltd. of Fochabers, Morayshire, left yesterday (February 9) for a month's tour of Kenya and South Africa. The purpose of their visit is to survey market prospects, appoint representatives and make sales for their firm's main products – high quality canned and bottled foodstuffs including soups, preserves and Scottish specialities.

Visiting clients

MR. ANDREW ARNOLD, export manager of Jaycee Furniture Ltd., has been calling on selected customers in New York, Washington, Toronto and Montreal, while his colleague, Mr. Stan Gater, has been visiting Austrian clients.

12,000-mile Middle East sales tour

MR. T. S. BATHER, general manager, and Mr. B. D. Baxter, technical and development manager, of Berger Traffic Markings Ltd., London, are to make a three-week sales tour of the Middle East from February 15-March 9, visiting Rome and Genoa on the return journey. They will be spending time in Qatar, Saudi Arabia, Iran, Iraq, Kuwait, the Lebanon and Jordan.

The first stage of their 12,000-mile tour will take them to Qatar and Dubai. They will then go to Riyadh in Saudi Arabia, where the company has been concerned in a large road-marking project (a £300,000 contract for the marking of 567 miles of road was recently completed). From Saudi Arabia they will fly to Shiraz in Iran before going on to Baghdad, Iraq, and then on to Kuwait.

Mr. Bather and Mr. Baxter will visit Jordan (Amman) on the final stage of their journey, before flying from Beirut to Rome and Genoa for short visits on their way back to London.

Knitwear survey in Switzerland

MR. G. H. C. LEITH, managing director of St. Clair Distributors Ltd., Aberdeen, leaves on February 28 for Switzerland where he will survey market prospects for Aran knitwear.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

£12 million Kariba contract

A contract valued at approximately £12 million has been awarded to The Mitchell Construction Kinnear Moodie Group Ltd. by the Central African Power Corporation.

The work to be carried out by The Mitchell Construction Co. Ltd. involves the construction of a large underground power station on the north bank of the Zambesi River, adjacent to the Kariba Dam, together with an intake structure, outfall structure and channel, switching station, transformer compound, control and administrative buildings, housing and other ancillary works.

Pacific power station contract

James Kilpatrick and Son Ltd., Paisley, Scotland, with their Australian subsidiary, H. H. Green & Co. (Pty.) Ltd., have been awarded a contract valued at about $A2 million for the port area electrical works at the new copper mining project at Bougainville Island, one of the Solomon group in the South Pacific.

The contract calls for the installation of a new power station of 135 MW rating, 132 kV, 22 kV, and lower voltage sub-stations, and major power and lighting installations for filtering, drying, storing and port loading facilities.

The new power station, in addition to serving the needs of the port and mine locations, will also supply bulk power to the electricity commission of Papua and New Guinea for local development.

Cordless switchboards for Ghana

Under a contract worth almost £37,000, Plessey Telecomunications group is to manufacture and supply more than 200 telephone switchboards to the Crown Agents for the Posts and Telegraphs Department of Ghana.

Intended for supply to industry and commerce in Ghana, five different sizes of telephone switchboard – cordless and floor-mounted types – are to be supplied. The cordless switchboards are fitted with key switches instead of the conventional plugs and jacks.

The switchboards are to be manufactured at the group's Beeston (Nottingham) factory.

Second computer order

Directa Centrala Je Statistica (DCS), the Romanian central statistics office in Bucharest, have ordered an ICL 1902A computer. The significance of this order far outweighs the capital value of the equipment, which is around £60,000, for this order is claimed to be the first time that any manufacturer has won an order in Romania for a second central processor for the same computer installation.

Sacrificial anodes ordered

Wilson, Walton International Ltd., Croydon, leading suppliers of cathodic protection systems for marine and industrial use, have secured orders worth approximately £200,000 for 400 tons of sacrificial anodes to be fitted to five vessels building in Yugoslavia, France and Sweden. The orders are for 'Aloline' aluminium alloy anodes and 'Zincoline' high purity zinc anodes.

The vessels are three 77,000-ton dw oil/bulk/oil carriers building by Brodogradiliste Split for Liberian registration; a 166,750-ton dw oil/ore carrier building by France-Gironde for French owners; and a 252,000-ton dw tanker building by Kockums Mek. Verkstads A/B for London & Overseas Freighters Ltd.

Containers for £2 million process line

The second of three complete automotive process lines, worth together some £2 million, is now on its way to Australia by container from the Daventry plant of Herbert-Ingersoll Ltd., advanced machinery system consultants and manufacturers. The machinery is for the production of motor-car cylinder heads and has been ordered by the Ford Motor Company of Australia for installation at its North Geelong plant. The shipment is being carried out by Associated Container Transportation.

One process line has already been installed for the Chrysler Company and the third is on order for another major manufacturer.

Although Herbert-Ingersoll exports some 60 per cent of current production, this is the first time the company has used containers.

£300,000 road-marking contract

Berger Traffic Markings Ltd., London, in association with Al Rashid Trading & General Enterprises, have completed the marking of 950km (567 miles) of road in Saudi Arabia, between Khuff and Medinah. The contract, valued at £300,000, was completed within the scheduled time of six months, using spray-painting techniques and employing local labour, trained and supervised by BTM personnel.

A total of 51,000 galls. of Cataphos CR chlorinated rubber paint was supplied by Berger Traffic Markings, together with 220 tons of Ballotini reflective beads which were applied to the painted lines. Equipment included two large power-driven road marking machines and one BTM-Aerostyle DW9 line-marking machine.

Exports top £5 million

Total sales during 1970 of James Neill Holdings Ltd., the hand tool and engineers' cutting tool manufacturer, amounted to £13.6 million. Exports exceeded £5 million. The figures include nine months' sales of 'Britool' and 'Moore & Wright', following the acquisition of John Shaw & Sons (Wolverhampton) Ltd. in April 1970, and 12 months of R. A. Stephen & Co. Ltd. and the Standard Hacksaw Co. Ltd., which were acquired in January 1970. Excluding Shaw, Stephen and Standard, Neill's total sales amounted to £10.2 million, an increase of 28 per cent. Exports, at £3.9 million, show an increase of 26 per cent.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which is has not been possible to identify.

FRANCE

Value added tax

THE FRENCH *Journal Officiel* of January 17 announced that, with effect from January 18, 1971 the reduced rate of value added tax (7.5 per cent) will apply to imports of coffee, tea, chicory and substitutes and mixtures of these products with the exception of liquid extracts, syrups, liqueurs and other beverages with these products as a base.

British exporters may address inquiries relating to this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423, 408, 288).

BELGIUM

Cancellation of price freeze on instant coffee

THE *Moniteur Belge* of January 23 reports that Ministerial decree of July 1, 1970 regarding the freezing of prices of instant coffee in Belgium is cancelled as from January 23.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4 7HU (Tel. 01-248 5757, Ext. 288, 7175, 408, 423).

SPAIN

Duty-free import quotas: iron and steel products

THE SPANISH *State Gazette* of January 23 announced the following duty-free quotas:

Tariff Heading	Description	Quota in tons	Valid until
73.13 E 3 b 73.12 B 3 a	Electrolytic tin-coated plates and sheets of iron or steel with side measurement of 457 mm; also tinned for electrolytic processes	60,000	June 30, 1971
73.13 B 1 a	Naval metal plates	35,000	June 30, 1971

Import quotas

NOTICE was given in the *Board of Trade Journal* of July 22, 1970 (page 190), of Spanish import quotas of mechanical and chemical pulp with a customs duty of 3 per cent valid until December 31, 1970 (tariff headings 47.0.A, 47.01.B.1.a and 47.01.B.2a) and waste paper and paperboard with a 3 per cent import duty and specific duty 0.10 pesetas per kilo valid until July 31, 1970 (tariff heading 47.02). The Spanish *State Gazette* of January 23 announced that the period of validity has been extended to April 30.

Inquiries from British exporters about these notices should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 460/462).

Customs tariff modification

THE SPANISH *State Gazette* of January 16 announced the following addition to the Capital Goods List of the Spanish Customs Tariff.

Tariff Heading	Description	Duty payable	Valid until
Ex 84.59 J	Cutting-board machines for continuous extrusion of flexible plastic. Weighing more than 20,000 Kgs.	5%	January 16, 1972

The same *Gazette* also extends until November 16, 1972, the concession whereby certain paper-making, book-binding and printing machinery may be imported at the reduced rate of 5 per cent. The tariff headings affected are: 84.31.B.3; 84.31.C.2; 84.31.D.1.a.; 84.31.D.2; 84.32.A; 84.32.B.1; 84.32.C to K inclusive; 84.32.M; 84.33.A.1, 2 and 3; 84.33.B to K inclusive; 84.34.A and B; 84.34.C.2 and C4; 84.34.D, F and G; 84.35.B.1.c, B.2a, B.3, C.1, C.3, C.4, D E and F.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 460/462).

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PORTUGAL

Amendment to the General Sales Tax (Turnover Tax)

PORTUGUESE *Diario do Governo*, First Series, No. 298 (Supplement) of December 28, 1970, published Decree Law 653/70 which authorized certain amendments to the General Sales Tax Code (Turnover Tax).

In addition to reducing the exemptions under Article 7 of the Code, this Decree Law introduced a third rate, in addition to those of 7 per cent and 20 per cent, at which the tax will be levied. This rate will be 12 per cent and the following categories of goods will be subject to it:

1. Antique and collectors' pieces
2. Central heating apparatus
3. Apparatus for the recording or reproduction of sound
4. Artefacts of silver with or without pearls or precious stones
5. Boats and vessels for sport or amusement not covered by the other two rates of this tax
6. Statuettes and objects for interior decoration
7. Optical, photographic and cinematographic instruments and apparatus
8. Costume and imitation jewellery
9. Electrical and gas machinery and apparatus
10. Ivory – worked and articles thereof
11. Crystal glass objects
12. Objects of tin and alloys for domestic purposes, decoration or ornamentation
13. Objects of mother-of-pearl, amber or coral for interior decoration or for personal adornment
14. Objects of porcelain for decoration, ornamentation, interior decoration, personal adornment and fancy ware
15. Window paper
16. Silver
17. Products for photography and cinematography

In respect of beer, this tax will be levied at the specific rate of 2·80 escudos per litre, and of concentrates of beer at 2·80 escudos per litre × 10.

Amendments have been made to List A of the Code (goods exempt the tax) and List B (goods subject to 20 per cent rate). Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Import tariff amendment

PORTUGUESE *Diario do Governo*, First Series, No. 280, of December 3, 1970, published Decree Law No. 595/70 which authorized the following amendments to the import tariff:

1. The sub-headings of the import tariff currently numbered 8425 03 to 8425 11 have been renumbered 8425 04 to 8425 12, respectively.
2. The following sub-heading, 8425 03, has been added to the import tariff:

84.25 . . . . . .

03 Vibrating machines intended for the harvesting, cleaning and bagging of olives and other fruit.

The maximum tariff is 0.80 escudos per kg, the minimum 0.40 escudos per kg. Goods of EFTA origin falling within this new sub-heading, 8425 03, are subject to the provisions of Article 3 of the EFTA Convention and will enter Portugal free of duty.

In the list annexed to Decree Law 47958 of September 25, 1967 (see *Board of Trade Journal* of January 26, 1968), 8524 05 should now read 8425 06.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460, 462).

YUGOSLAVIA

Reduction of surcharge on imports

THE 5 per cent customs surcharge, imposed by the Yugoslav authorities last July, has been reduced to 2 per cent with effect from January 24. The period of validity has been extended from June 30 to December 31.

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 420 and 475).

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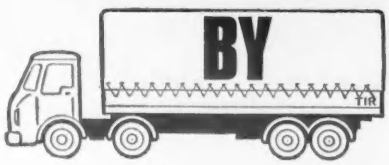

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GREECE

Import and use of DDT banned

FOLLOWING a decision issued by the Greek Minister of Agriculture, the import into Greece of all types of preparations containing DDT intended for agricultural application has been banned.

At the same time, the use of DDT in either pure or combined forms has been prohibited in all agricultural and cattle breeding applications, except in the cultivation of cotton where its use will be permitted until all stocks at present in the country are exhausted.

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

ISRAEL

Reduction in import deposit scheme

THE ISRAELI authorities have announced that the rate of deposit to be paid in favour of the Treasury in respect of goods, the bill of entry of which was approved on January 1 or thereafter, shall be 40 per cent of the value thereof. The rate was previously 50 per cent.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Tariff amendments

AMENDMENTS HAVE been made which affect the following Israeli tariff numbers:

02.01	27.10	48.07	84.34
15.03	34.03	51.04	84.35
15.08	37.03	55.09	84.40
15.12	37.07	57.07	85.01
15.13	38.19	58.05	85.05
16.04	39.01	59.04	85.15
18.01	39.02	59.05	90.03
18.03	40.07	59.06	90.04
19.04	40.14	68.08	90.07
25.23	48.01	73.20	90.18
25.26	48.06	84.20	90.28

FURTHER amendments have been made which affect the following Israeli tariff numbers:

02.01	40.14	68.13	84.11
03.01	48.05	69.10	84.22
09.01	50.09	70.03	84.52
27.10	50.10	70.04	84.53
32.07	51.01	70.05	84.55
32.09	51.04	70.20	85.22
39.01	55.05	71.02	87.02
39.02	56.07	73.10	87.06
39.05	58.05	73.14	87.12
39.07	59.13	73.15	90.07
40.06	60.06	83.13	91.08
			91.11

Inquiries from British exporters about these notices should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

IRAQ

Amendment to Foreign Exchange instructions

ACCORDING TO Iraqi press reports, the Board of Administration of the Central Bank of Iraq has introduced an amendment to the Foreign Exchange instructions under which any person entering Iraq is allowed to import with him gold bullion, unworked gold, gold coins and articles for personal use manufactured of gold on condition that these are declared on the foreign exchange form. There is no limit to the value which may be imported. The permission also covers cheques, drafts, promissory notes, payment orders, credit balances of accounts payable in Arab and Iraqi currency, and any other currency except that of Israel. If the person concerned does not wish to re-export the imported articles, he is then excluded from the condition of having to declare the items.

No further information is available at present, but inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

SYRIA

Import regulations

ACCORDING TO Beirut press reports, the Syrian Government has decreed that the import into Syria of raw materials, industrial equipment and spare parts of a value not exceeding LS100,000 for each importer is now free from restrictions.

No further information is available at present, but inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 521, published in the South African *Government Gazette* of January 29, contains applications to the Board of Trade and Industries for increase in duty on:

1. Canary seed, from 20 per cent *ad valorem* or 83 c per 100 lb. to 20 per cent *ad valorem* or 208 c per 100 lb.
2. Bedroom slippers classifiable under tariff sub-headings 64.02.10 and 64.04.10 from 30 per cent *ad valorem* or 20 c per pair, to 30 per cent *ad valorem* or 35 c per pair.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 5757, Ext. 2274).

UPPER VOLTA

Customs regulations

A CIRCULAR dated November 30, 1970 confirms the obligation, which concerns the sale of bonded goods without having to pay taxes, for importers into Upper Volta to deliver to their buyers a document (bill of sale, customs release document) to show the number, nature, marks and kind of packages under bond, the gross and net weight, the nature and quantity of the merchandise and the CFA frank value at the frontier of Upper Volta (excluding all other values).

Inquiries about this notice from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

CONGO (KINSHASA)

Customs drawback and import duty exemptions

CUSTOMS DRAWBACK and Import Duty Exemptions Ordinance No. 70.068 of November 19, 1970 announced customs drawbacks and import duty exemptions. The following goods are not subject to customs drawbacks: alcohols, spirits, merchandise imported unwrapped, or merchandise repacked before re-exportation.

Products exempt from import duties now include items of plant, machine, tools, and materials where they are for use on new development projects qualifying for the concessions given in the 1969 Congolese Investment code; securities, bank notes, bills and coupons; gold belonging to the National Bank of the Congo; small articles, presents and souvenirs exported by travellers whose export duty is not more than one zaine.

This ordinance took effect as from November 19, 1970.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

Customs modifications

THE GOVERNMENT of Congo (Kinshasa) issued a series of ordinance on November 17, 1970 which announced the following modifications:

Ordinance No. 70/067 announced that the suspension of import duties on clinkers (tariff position 25.23.90) is valid for two years.

Ordinance No. 70/069 suspends the collection of export duty on cotton in bulk (tariff position 55.01.10) until December 15, 1972.

Ordinance No. 70/070 announced that the state, provinces and subordinate public authorities are exempted from all direct duties and fiscal taxes.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 471/2/3).

CONGO (BRAZZAVILLE)

Import licences

A CONGO circular of November 27, 1970, announced that henceforth all import licences must include the weight, volume, quantity, the unit price and the total price for each type of imported merchandise. All licences which do not include any of the above information will be returned to the consigner.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

IVORY COAST

Import prohibitions

IT HAS BEEN reported that the Ivory Coast decree of December 29, 1969 prohibiting the import of sacks of jute, sisal, new and used, has been prorogued.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 741/2/3).

DAHOMEY

Import tax on radios

AN ORDINANCE of December 23, 1970 announced a specific tax in Dahomey at the rate of 500F CFA on each kind of radio equipment. It will be collected at entry under the same conditions as the customs duties and taxes on radio equipment.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

ZAMBIA

Customs tariff applications

ZAMBIA GAZETTE Notices Nos. 98 and 99 of 1971, published on January 22, notify that applications have been received by the Zambian Ministry of Trade and Industry for an increase in the rates of duty applicable to barbed iron or steel wire and diamond mesh chain link fencing respectively. The proposed new items and wording in the Customs Tariff will be as follows:

Heading No.	Description of goods	Rate of duty	Statistical unit of quantity
73.26.00	Barbed iron or steel wire; twisted hoop or single flat wire, barbed or not, and loosely twisted double wire, of kinds used for fencing, of iron or steel:		
73.26.10	Barbed iron or steel wire	30%	Kg.
73.26.90	Other	Free	Kg.
73.27.00	Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials of iron or steel wire:		
73.27.30	Diamond mesh chain link fencing, excluding plastic coated	30%	Kg.

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the Zambian Ministry of Trade and Industry, and belonging to a trade organization, should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Zambian authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting references CRE 429/71 and CRE 428/71 respectively. The closing date for receipt of representations by the Permanent Secretary, Ministry of Trade and Industry, PO Box 1968, Lusaka, is February 12.

MALAWI

Customs rates of duty in decimal currency

WITH THE introduction of decimal currency in Malawi on February 15, all amounts of money specified in £ s. d. in the Customs and Excise Tariffs, etc., will be converted into Kwacha/tambala. *Ad valorem* rates of duty are not affected by the change-over to decimal currency.

The amended schedules to the Customs Tariff are too lengthy for publication, but details are obtainable from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50, Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

Note:

One 'Kwacha' is equal in value to 10 shillings sterling and is divided into 100 minor units called 'tambala'.

KENYA

Import licensing regulations

LEGAL NOTICE No. 11 published in the *Kenya Gazette Supplement* of January 15, announced with effect from January 9, the Imports, Exports and Essential Supplies (Imports) (Amendment) Order, 1971, which amends the First Schedule to the Imports, Exports and Essential Supplies (Imports) Order, 1968 (published in the *Board of Trade Journal* of December 13, 1968, pages 1662-1664) by the addition of the following new items:

First Schedule

Code	Item
06200	Chewing gum manufactured from natural and or synthetic base materials by whatever name called.
65409	Shoe laces of sizes 14 in., 17 in., 18 in., 20 in., 22 in., 23 in., 25 in., 36 in. and 48 in., whether flat or round. The laces which come into the country with ready made shoes are exempted.
673100	Wire rod of iron or steel
673200	Bars and rods of iron or steel

Note:

All goods listed in the First Schedule to the Imports, Exports and Essential Supplies (Imports) Order, 1968, are prohibited from being imported into Kenya without a specific import licence.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Export House, Department of Trade and Industry, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 471/2/3).

PAKISTAN

Import licensing policy

COPIES of the *Pakistan Gazette* containing the official import policy for the period January-June 1971 (brief details were given in *Trade and Industry* on January 13), have now been received.

Inquiries from British exporters relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

CEYLON

State trading corporations

THE *Board of Trade Journal* of September 23, 1970 referred to the Ceylon Cabinet's approval of a proposal to prepare legislation to set up state trading corporations. The Sri Lanka State Trading (General) Corporation came into existence by law on January 1, with responsibility for importing hardware, base metals (ferrous and non-ferrous), tyres and tubes, motor spares, raw material and packing material for industrial use, drugs and pharmaceuticals and building materials and the exportation of industrial and agricultural products including coconut produce.

Initially the Corporation has taken over the import monopoly of motor car horns, bulbs and spark plugs but will progressively take over monopoly of other imports.

Inquiries regarding this notice should be made to General Export Services Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 583).

BURMA

Purchase requirements

IT IS UNDERSTOOD that the purchase requirements of the Government of Burma during the financial year October 1, 1970, to September 30, 1971, are likely to be formulated in the near future.

Inquiries about this notice should be made in the first instance to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2252).

PHILIPPINES

Customs tariff amendments

THE PHILIPPINE GOVERNMENT issued Executive Order No. 279 on December 24, 1970, amending 48 items. This will become operative on January 10. The list of items affected is too long to be reproduced here, but the changes will be published in full by the Export Intelligence Service.

The information is also available from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 468/469/401). Inquiries from British exporters should specify the products in which they are interested.

JAMAICA

Import licensing arrangements

THE LIST of exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the addition of the following item: 175 Wire nails.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7312).

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ECUADOR

Tariff changes

THE ECUADOREAN *Registro Official* of December 28, 1970, by Decree 1025, has issued a new set of regulations concerning the importation of oils used in the manufacture of lard, etc. Maxima of 15 per cent of fats of animal origin and 30 per cent of fish oil are fixed for these substances when they are used for making lard. Certain tariff changes have resulted from this decree and they are as follows:

Tariff No.	Description	Unit	*Ad valorem* cif	Specific Sucres
103-a-3	Cod-liver oil, crude or centrifuged	KN	20%	0·70
103-b-1	Other fish liver oil, crude or centrifuged	KN	20%	0·70
103-c-1	Other fats and oils of fish and marine animals, crude or centrifuged	KN	20%	0·70
105-a-3	Soya-bean oil	KN	11%	0·30
105-a-8	Palm, palm-kernel and coconut oils	KN	11%	0·30
105-a-10	Sunflower (Mirasol Maravilla)	KN	11%	0·30
105-a-11	Other fixed oils, liquid or solid, of vegetable origin; crude, purified or refined	KN	25%	2·40
111	Additional note: hydrogenated fat and oils of animal or vegetable origin imported under this heading must have a melting point of not less than 60°C			

The following changes to the Import List result from this decree.

Tariff No.	Description	List Number
103-c-1		I
105-a-10		I
105-a-11	Only chenopod	I

British exporters can obtain further details of the regulations from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 474, 476 or 7312).

Changes in 'List Number' for certain imports

THE ECUADOREAN *Registro Oficial* of December 30, 1970, published Decree No.1020, which has altered the 'List Number' on the following imports:

Tariff No.	Description	List Number
206-d	Only, Vaseline (rtm) imported by pharmaceutical laboratories	I
	Except, Vaseline (rtm) imported by pharmaceutical laboratories	II a
207-a	Only, crude petroleum jelly imported by pharmaceutical laboratories	I
	Except when imported by pharmaceutical laboratories	II b
111	Hydrogenated fats and oils of animal or vegetable origin	II
416	Paper pulp, destined for the manufacture of paper, with previous permission from the Ministry of Natural Resources and Tourism	I
	When permission has not been obtained	II b
419-c	Only, Duplex (rtm) and Triplex (rtm) paper, imported by pharmaceutical laboratories	I
	When not imported by pharmaceutical laboratories	II b
425-b	Only, paper and paperboard covered or impregnated with silicon resins, weighing not more than 1 kg. per sq. metre	I
	Other paper and paperboard, coated or impregnated with artificial resins or similar, weighing not more than 1 kg. per sq. metre	II d
426-a-6-c	Paperboard and paper cut to shape and covered on one side with polymerized resins (polysulphite, polykraft) for technical or special uses, with previous permission from the Ministry of Natural Resources and Tourism	I
	When permission has not been obtained	II a
435-g-1	Paper packing material, paraffin, oiled or tarred	I
440-g-1	Aluminized labels, printed with or without illustrations	I
708	Pipes and pipe fittings of non-malleable cast-iron	I
740-b-1	Baths, sinks, glass-washing sinks, basins, wash basins, dish-washing basins and other permanently fitted sanitary articles of iron or steel sheet or plate	I
742	Felling axes, hand axes, adzes, bill-hooks and similar tools, slashers, chopping knives, etc.; except matchets	I
	Machets only	II
755-e	Balls and bars for use in grinding mills, of iron or steel	I
793-d	Rigid zinc tubular containers for the manufacture of dry cells	I
	Rigid zinc tubular containers for other uses	II a
967-d	Capsules, closures, bands, collars, stoppers and lids for bottles, flasks, and other containers, made of plastic materials, with a basis of phenols, urea, phthalic acid, etc. (artificial resins), and other plastic materials (not being of a cellulose, casein, gelatine or starch base)	I

Items in List II are subject to an additional tax of 20 per cent *ad valorem*.

British exporters can, by specifying their products, obtain further details from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 474, 476 or 7312).

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Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2, 258 Broad Street, Birmingham 1; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

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ARGENTINA

'Buy Argentine' law

LAW 18,875, dealing with contracts and purchase of goods and services by State enterprises, has recently come into force in Argentina. It is known as the 'Buy Argentine' law.

Copies of an unofficial translation of the law and its accompanying regulatory decree can be obtained from the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2287).

CANADA

Motor vehicle safety regulations, amended

THE CANADIAN GOVERNMENT has issued Order in Council PC 1970-2211 dated December 22, 1970, amending PC 1970-1944 of November 6, 1970. The Sections of the regulations which now become effective on April 1 are:

Section 108 of Schedule 'D' insofar as it applies to motorcycles, paragraphs (1) (e) and (f) and sub-sections (5) and (6) of section 1201, sub-section (1) of section 1204, sections 1209 and 1210 of Schedule 'F'.

The Sections of the regulations which now become effective on February 1, 1972 are:

Paragraphs (1) (a) to (d) and sub-sections (2) to (4) of section 1201, sections 1202 and 1203, sub-section (2) of section 1204, sections 1205 and 1206 of Schedule 'F'.

Inquiries from British exporters concerning this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457).

UNITED STATES

Banned hazardous substances—repurchase or rectification

THE JANUARY 13 issue of *Trade and Industry* gave notice of a proposal to amend the Federal Hazardous Substances Act to provide details of methods of the repurchase of banned hazardous substances.

The Commissioner of Food and Drugs has extended the date for filing comments to February 17, 1971.

Inquiries from British exporters about this notice may be made to the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 27.1.71.

Motor Vehicle Safety Standards

Brake hose and brake hose assemblies

THE DECEMBER 16, 1970 issue of *Trade and Industry* gave notice of an extension of time for filing comments on United States Standard 106 – Brake hose and brake hose assemblies.

The Bureau of National Highway Traffic Safety Administration (formerly the National Highway Safety Bureau) has now made a further extension of time for filing comments until May 24, 1971.

British exporters' inquiries about this notice may be made to the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 22.1.71.

Tyre marking and identification

THE UNITED STATES National Highway Traffic Safety Administration (formerly the National Highroad Safety Bureau) has published details of certain amendments to the Tyre Identification and Record Keeping regulations which were announced on November 10, 1970. The effective date for these regulations has been extended to May 22, 1971.

The National Highway Traffic Safety Administration amended with effect from May 22 Standard 109 relating to the marking of pneumatic tyres to reconcile the Standard with the Tyre Identification and Record Keeping Regulations.

Further details may be obtained from United States Section, Commercial Relations and Export Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. F.R. 26.1.71).

Agricultural tractor safety

IN A REPORT to the United States Congress on the extent, causes and means of preventing agricultural accidents on both public roads and farms, the United States Secretary of Transportation does not recommend the establishment of uniform Federal safety standards for tractors and other farm machinery at this time. But the Secretary recommended that Congress review the situation within five years to check the effectiveness of industry's voluntary safety standards.

Further details may be obtained from United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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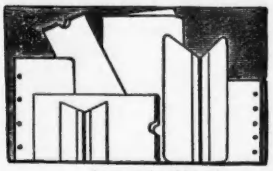

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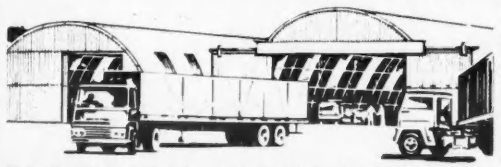

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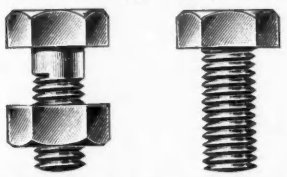

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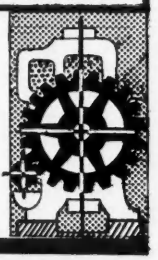

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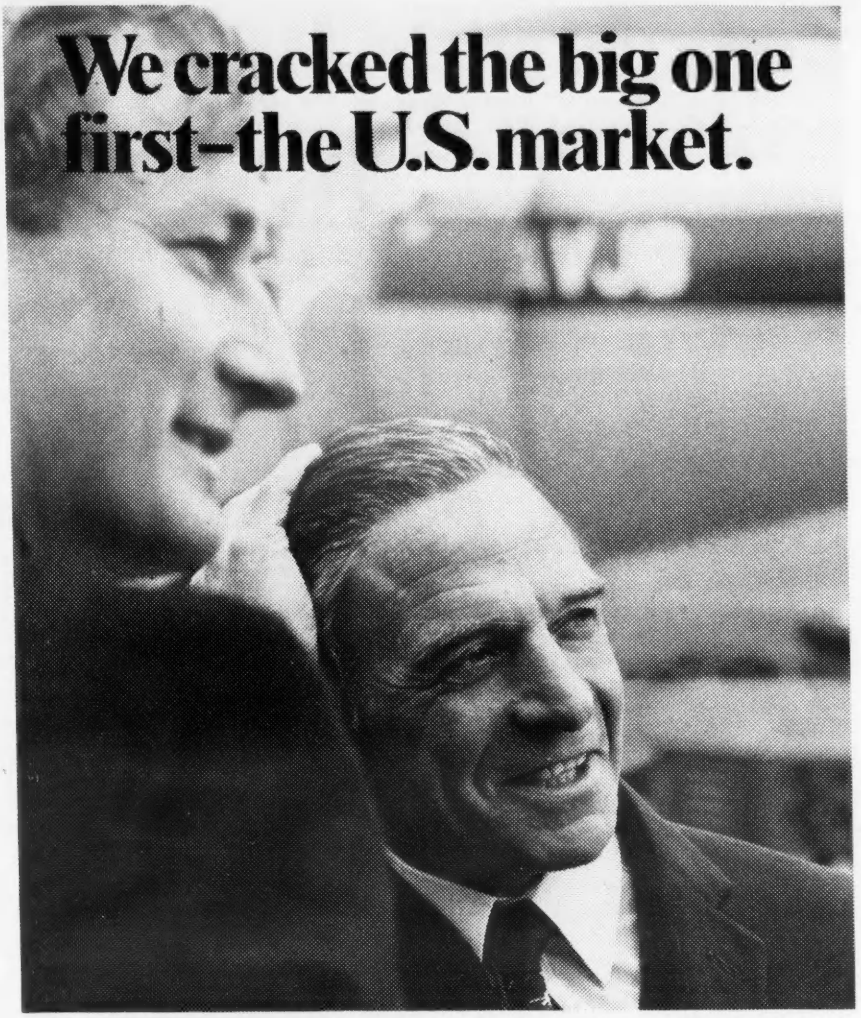

'PEOPLE said we were fools, trying to break into the U.S. market first'. How this Birmingham tap and die-making firm built a half-million pound export trade in just six years is told by their chairman and managing director, Mr N. E. M. (above right).

Interviewer: You're a young company, doing well?

N.E.M: Only six years old. Our exports are up from a thousand or two in our first years to well over half of a million in the last year.

And your first market was U.S.A.?

N.E.M: People said we were fools trying to break in there, but although the U.S. market is tough it also has the richest potential.

What was your formula for getting in?

N.E.M: Good quality products, which we have. Service that's fast and reliable. And personal contact. You must spend money sending top people there.

And credit: this is important, too?

N.E.M: The first thing they ask is, 'can we have 180 days?'—almost before they look at your product. This is where we're helped so much by the ECGD comprehensive bank guarantee. When money got tight the bank could have said 'no more'. But with the guarantee behind us we can get the money at bank rate plus ½%. We've lately raised over £100,000 on the back of the ECGD guarantee—covering sales to U.S., Australian and Italian subsidiaries as well as sales made direct from here. We simply couldn't have expanded our exports without this kind of help.

Are you looking at new markets now, or for deeper penetration in those where you're established?

N.E.M: Both. Our sales director is away now visiting Venezuela, Bolivia and Mexico. Another executive's going over to Japan. We're getting good results profitwise from exports, and if we want to go on expanding fast we shall have to move our export percentage up even higher, because the home market must have a limit. As long as we can keep making new contacts and financing our expansion, nothing can stop us.

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